

NOTE THE SOAP INDUSTRY SECTION

# The American Perfumer

and Essential Oil Review  
**PERFUMER PUBLISHING CO.**

AUG. 1918

80 MAIDEN LANE, NEW YORK

VOL. XIII  
NO. 6



(SEE PAGE 9)

**AMERICAN CAN COMPANY**  
(STOPPER FACTORY)  
NEW YORK

USED BY THE LARGEST CONSUMER

MUST BE A REASON FOR IT

BERTRAND'S CONCRETES AND ESSENTIAL OILS

PURITAN BRAND SYNTHETICS

EMERY CANDLE CO'S STEARIC ACID

SELLING AGENTS

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## and Essential Oil Review

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ONE DOLLAR A YEAR.  
TEN CENTS A COPY.

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### THE WAR TAX SITUATION

In the report of our Washington correspondent, on another page, will be found an outline of the new method of taxation proposed by the House Committee on Ways and Means for perfumes and toilet preparations. Briefly, this provides for a stamp tax of about ten per cent. of the retail price to be paid by the purchaser at the time of sale.

It may be difficult for manufacturers in this line to realize that the long fight that has been made on their behalf by the Manufacturing Perfumers' Association is at last within hope of success, and unless Congress shall fail to adopt this sensible plan, the revenue taxation of this industry for war purposes will finally be upon suitable basis. The reason given by Chairman Kitchin is that the tax based upon the retail price will yield a greater revenue than the one based upon the manufacturers' wholesale price. This is indeed true, but at the same time, it will relieve the manufacturer of that part of the tax that he has never been able to pass on to the public because of competitive trade conditions, and at the same time will compel payment of the tax by the only party who should stand it, viz., the consumer.

Should this bill be passed in this form, the manufacturers of the country will have the Manufacturing Perfumers' Association to thank, and those who are not members should at least feel grateful for the invaluable service that they will have received gratis.

It would seem wholly unnecessary to point out that everyone whose business is even remotely identified with the interests of the Manufacturing Perfumers' Association should not hesitate for an instant to send in his application for membership, for the small dues—\$50 per year—are only a tithe of the value of the services rendered.

### RAW MATERIALS AFTER THE WAR

A resolution was adopted at a recent sitting of the Imperial War Conference relating to the measures necessary to secure for the British Empire and the belligerent Allies the command of certain essential raw materials, to enable them to repair the effects of the war as soon as possible, and to safeguard their industrial requirements, says the *London Oil and Color Trades Journal*. The Conference agreed that this course was necessary, and expressed the opinion that the Governments of the Empire should make such arrangements among themselves as will ensure that essential raw materials produced within the Empire shall be available for the purposes named, and should arrange with the Allied countries to utilize

for the same purposes the essential raw materials produced in those countries. This resolution was mentioned with approval by the International Parliamentary Commercial Commerce and by the Chancellor of the Exchequer in the House of Commons last week. On the other hand, leading German publicists are displaying great anxiety as to the means to be adopted to secure for Germany a prompt and ample supply of raw materials directly the war is ended. For this purpose the necessity of a huge Colonial Empire is insisted on, particularly with regard to the furnishing of oil-yielding seeds, nuts, etc. To that end State aid, with the inevitable corollary of State control for production and transit are warmly advocated. Against this similar forces are evidently to be arraigned by the Allies, and thus it is practically certain that Government interference with commerce will not cease upon the termination of the war. Much caution and foresight will, however, be required if such interference is to be a help to the trader and not a hindrance.

#### MADE IN AMERICA AFTER THE WAR

"Made in America" will be a slogan and purchasing guide most faithfully followed in this country after the war. Whether it is a paper of pins, penknife, bottle of perfumery, cake of soap or vial of flavoring extract, the purchaser will look for the copyrighted trademark or brand for identification. Label, sealed carton, stamp or plate or whatever may be appropriately used to carry evidence of origination, will be used wherever possible.

The bulk goods offered in the retail store may or may not have been produced in this country. The package is the only means of labeling goods of this class, so that the producer may be identified.

All manufacturers and producers should be urged to label their goods in some unmistakable way so as to protect the interests of American products against the advance in our midst of any German product with its origination cleverly concealed or merely lacking any evidence of German identification. Labeled or declared goods will be in demand as never before. The unnamed or unidentified goods will be looked on with suspicion and classed as doubtful.

#### THE FOURTH LIBERTY LOAN.

The campaign for the Fourth Liberty Loan will begin September 28 and close October 19. The result of the loan will be watched with keen interest in Europe, not only by our associates in the war against the Teutonic powers but by our enemies. It will be regarded by them as a measure of the American people's support of the war. There will be no failure by the people to measure up to the courage and devotion of our men in Europe. The details have not been decided as we go to press and will be given in our next issue.

#### WORLD TRADE DIRECTORY CAUTION.

Through the War Trade Board it has come to the attention of the Department of Commerce that American firms have been corresponding with firms in neutral countries whose names appear upon the Enemy Trading List. It has further appeared that in many instances the names of the enemy firms have been taken from the "World Trade Directory," published by the Department of Commerce and Labor in 1911. Notice is given to all persons and firms who may have in their possession a copy of this

#### MUST PROTECT INDUSTRY.

(From the New York "Evening World.")

The prosperity of the country, yes, more, its ability to carry its loads, will be vitally affected by the course of the House Ways and Means Committee in framing the new war tax measure. If Mr. McAdoo's suggestions are followed, industry can breathe freely and know how to adjust itself. If the views of the committee prevail the result will be great hardship, if, indeed, downright disaster does not follow.

Inflated prices do not in all instances mean inflated profits. The early advantages growing out of the low values of raw materials in the early years of the war have vanished. Manufacturers are now compelled to operate on a high basis of risk both in supplies and wages. A sudden slackening of demand may wipe out all the golden gleanings.

One of the great speculative successes has been in cotton goods. It is but three years since our people were being besought to "buy a bale" at ten cents a pound to save the planters from utter ruin. Now, commanding about three times that figure, cotton is a factor in uneasy speculation.

It is time to set signals. The keenest observing should be done by the Committee on Ways and Means.

directory that no letter should be addressed to any person or firm in a neutral country without a careful examination of the Enemy Trading List published by the War Trade Board, for the purpose of ascertaining whether or not said firms are listed therein. Firms not having copies of the Enemy Trading List, apply to the Division of Information, War Trade Board, Washington, D. C., for copies.

#### HELPING THE MANUFACTURERS.

Britain has done something that does not appear to have occurred to our officials as being desirable and which stands out in marked contrast to the prating about what may happen to the so-called "unessentials." Since November there has been an exhibition in London, under British Government auspices, for the benefit of manufacturers and exporters, of approximately 3,000 samples of goods manufactured in other countries, with special reference to Germany and Austria, and with the prices, details and late information attached. Some of the samples represent recent designs from enemy sources, but all of the world markets are represented, including the Allies, Canada and the United States. While some vociferous officials here are howling about the necessity for shutting off the business that Britain is encouraging, it seems slightly discouraging to find that our Big Brother goes to the other extreme. Perhaps common sense may rule soon in clearing the railroad situation and then possibly some officials may see their way clear to emulating the British policy of encouraging all business and giving information and exhibiting samples of what the trades may work upon in increasing our national prosperity.

#### INDORSE NATIONAL TRADE MARK

The Associated Advertising Clubs of the World at the meeting of the organization in San Francisco went on record as indorsing the Made in U. S. A. trademark. The action was in the form of a resolution requesting the president of the association to appoint a standing committee to secure universal adoption of a Made in the U. S. A. trademark.

**BRITISH TRADE MARK BILLS**

The New York Merchants' Association has been informed that the Patent and Trademark bills introduced in the British Parliament and objected to by the Merchants' Association have been withdrawn. The wording of these bills seemed to destroy the ownership of American proprietors in many registered trade names which had become identified with certain articles through large expenditure for advertising purposes and in other ways. The objections to them were presented by United States Ambassador Page to the proper British officials. The bills will probably be introduced later in a better form and without the clauses which were objected to by manufacturing interests both in this country and in Great Britain.

**AMERICAN PHARMACEUTICAL ASS'N.**

Amalgamation of the interests of the various pharmaceutical bodies of the country, means to be taken to pass the crisis in the retail business due to clerk shortage, and the proposed creation of a pharmaceutical corps in the army were among the matters of general interest discussed at the sixty-sixth annual meeting of the American Pharmaceutical Association at Chicago this month.

Acting President A. R. L. Dohme, of Baltimore (President Charles Holzhauer, of Newark, having died) presided.

Prof. H. V. Arny, of New York; Prof. L. E. Jayne, of Lawrence, Kan., and Leonard A. Seltzer, of Detroit, were nominated for the presidency for 1919-20, the ballot to be by mail. New York was chosen for the place of the next meeting, the association having met here last in 1907. Prof. C. N. LaWall, of Philadelphia, was installed as president. The treasurer was authorized to invest \$35,000 in Liberty bonds.

**BRITISH PHARMACEUTICAL CONFERENCE**

At the fifty-fifth annual and fourth war meeting of the British Pharmaceutical Conference the following officers were elected: President, Mr. W. Kirkby; vice-presidents, Mr. W. L. Currie, Mr. W. P. Evans, Mr. J. Mitchie, Mr. Edmund White, Mr. G. Whitfield, and Lieutenant-Colonel E. F. Harrison; treasurer, Mr. D. Lloyd Howard; honorable general secretaries, Captain H. Finnemore and Mr. R. R. Bennett; members of executive, Mr. F. W. Crossley Holland, Mr. A. Deane, Mr. F. W. Gamble, Mr. C. H. Hampshire, Mr. A. R. Melhuish, Mr. H. Skinner, Mr. T. Stephenson, Mr. H. Wyatt, and Professor H. L. Smith; honorable auditors, Mr. W. F. Gulliver and Mr. W. L. Howie.

**NATIONAL DRUG TRADE CONFERENCE**

Prof. James H. Beal, president of the National Drug Trade Conference, has appointed the following important committees, having been authorized by a referendum vote of the Conference: Committee on Pharmaceutical Corps, Samuel C. Henry, chairman; Charles J. Lynn and S. L. Hilton. Committee on Alcohol Legislation, Charles M. Woodruff, chairman; Charles A. West and James F. Finneran. Committee on Anti-Narcotic Legislation, John C. Wallace, chairman; Fred K. Fernald and Eugene C. Brokmeyer. Committee on Formulas and Labels, Harry B. Thompson, chairman; C. Mahlon Kline and Charles M. Woodruff.

**THE MODERN TRADE MAGNET.**

An advertisement of anything worth while is a greater power than is ordinarily supposed. An advertisement can literally move mountains, as was shown by the building of the Panama Canal. An advertisement can sell \$4,500,000,000 worth of Liberty Bonds in a few weeks' time. An advertisement has doubled many a druggist's prescription business.—*N. A. R. D. Journal.*

**AMERICAN CHEMICAL SOCIETY.**

The American Chemical Society's annual meeting will be held in the Hotel Statler, Cleveland, September 10-13. Registration will begin at 3 p. m., September 9. The Cleveland meeting will be highly important since it is the first autumn meeting to be held since the United States war program got into sway with its great chemical activities. An outstanding feature of the meeting will be a general symposium on the chemistry of dyestuffs in the industrial division. R. Norris Shreve will act as chairman during the symposium.

**BABSON ON WAR AND BUSINESS**

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of war and business conditions, based upon thorough investigation and careful observation of the field:

"We are sometimes asked how we know that an area of business depression will develop to offset the present area of expansion above the line. The reason is that present fundamental conditions in the business world are unsound, and we know that the inevitable working of the law of equal and opposite reaction will bring about a period of readjustment in which these unsound fundamentals will be corrected. Prosperity's only basis now is war activity. The war, of course, has constructive possibilities, namely, the hope of an international league after the war, which will eliminate national armaments, and of a true world democracy. Nevertheless, we cannot escape paying the price which these things will cost. The factors which tend toward a period of depression are:

"*Inflation.*—The present period of prosperity for business enterprise is based chiefly upon an inflation both of the circulating medium and credit instruments. Past experience shows that when this artificial stimulant fails, a reaction ensues.

"*Labor Conditions* are not favorable to increased production. Wages have been advanced and the cost of production thereby greatly increased. More important than this is the widely noted decrease in the efficiency of labor. When the soldiers are returned to civilian life there is bound to be a readjustment in the whole labor situation that will not be accomplished without a severe strain.

"*Failure Records* are a sign for caution. For over two years the volume of commercial failures has been running far below the average. Ordinarily we should expect to have about seven failures out of each 1,000 firms in business. Now there are only about four failures—less than two-thirds the usual rate. Moreover, a similar situation exists in practically all the countries at war. English

failures are about half as large as in normal times. While this reflects the present prosperity, it also means that the usual weeding out of inefficient, unstable concerns is not going on. *The safety valve is plugged! Some day it is going to blow out!* This factor alone should be enough to make business men go carefully in making plans for great expansion after the war.

*"Conditions Abroad Are Also Unstable.*—The European belligerents have, even more than we, tuned their whole industrial life to the demands of war. Readjustment to a normal basis must be brought about. Their capital has been depleted by insufficient replacement. Yet Europe's only hope of reconstruction is to sell her own wares. The nations that wish to sell their goods in Europe during the coming years must be ready to take European goods in payment. The mammoth war debts which are accumulating cannot be brushed aside. They are a staggering problem.

*"Reaction Sure to Follow.*—These are the factors through which the law of equal and opposite reaction is working to accomplish an area of depression some day. It is necessary at the present time to speed production in those lines that are essential to the war, but the dangers lie in merchants, manufacturers and investors not understanding that a reaction must follow. It is because so many do not understand the situation that we point out these facts. The idea of a great after-the-war boom seems to have gained alarming headway. It is a dangerous misconception and is likely to lead to a great deal of trouble. We look for some stimulus to business in the reconstruction period—while Europe is 'resetting the window panes,' and while certain stocks of goods are being replenished. The long swing trend of business after the war, however, is sure to be downward.

*"Big Opportunities in South American Trade.*—Foreign trade, however, will serve as a shock absorber. The real field for foreign trade after the war will be found in the countries which have been getting rich from the war. The South American nations, Japan, China, and even India, should all offer wonderful markets as soon as shipping difficulties are overcome. Competition will be keen, but by getting a start now United States merchants stand a good chance.

*"Merchants who are running their business on a conservative basis, of course have no cause to be alarmed over the situation. There is always business to be had by wide-awake, aggressive concerns. The firm, however, which is depending upon a great post-war boom in business is going to be disappointed. Keep a good reserve. Large inventories in many cases are necessary because of uncertain deliveries, but insist on sufficiently large profits to insure against loss from falling prices. There will be plenty of opportunities for concerns that are willing to recognize the facts and shape their plans in accordance with fundamental conditions. Disaster will come to the firms who try to buck them!"*

#### Everybody Complaining About Prices.

Of course, people complain about the prices you have to ask, but aren't you doing some complaining along that line yourself?

Perusal of the advertising pages is no less a duty than scanning the text pages of this journal every month.

#### OUR ADVERTISERS—XLIII.

EDWARD T. BEISER COMPANY,  
Manufacturer of Synthetic Flower Oils,  
353 Hecla Ave.,  
Detroit, Mich.

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,  
80 Maiden Lane, New York.

Gentlemen:—Enclosed is contract for renewal of advertising space in the AMERICAN PERFUMER for another year, and we are pleased to say that the results obtained through the use of your paper are overwhelmingly in its favor as compared with all similar mediums now used by us.

The interest which these advertisements have aroused, combined with the exceptional values that we are able to offer, has resulted in most satisfactory new connections.

We commend your efforts to maintain a first class publication and extend our very best wishes for continued success.

Cordially yours,

EDWARD T. BEISER COMPANY.

June 13, 1918.

#### PHYSIOLOGY OF THE SENSE OF SMELL.

Many years ago Coulier showed that air contains minute particles or centres which condense the aqueous vapor which is always present therein in greater or less quantity. Later, Aitken, J. J. Thomson, and other physicists identified these with ions of various sizes. Bloch found that when filtered air was passed over phosphorus and became impregnated with the odor of that substance it was charged with large ions, and that its power of condensing aqueous vapor was greatly increased. The author has repeated these experiments, employing filtered, dust-free air, and odorous substances such as musk and camphor. It is found that all such bodies have the action of greatly increasing the condensation power of the air for aqueous vapor; and that the more strongly odorous this air is, the greater becomes that effect. In other words, the amount of condensation is directly proportional to the number and size of the ions contained in the air. The author calls these the odorant ions, and it is on them that the sense of smell is dependent. This explains the observed fact that this sense is influenced by the hygrometric condition of the atmosphere. The act of inspiration brings some of these condensation particles into the olfactory region, where they are retained, and give rise to the sensation of smell.—A. Durand (*Comptes Rend*, 1918, 166, 129).

#### Queer Tricks of the Types.

"Typographical errors," said William Dean Howells, "are always amusing. When I was a boy in my father's printing office in Martin's Ferry, I once made a good typographical error. My father had written, 'The show-ers last week, though copious, were not sufficient for the millmen.' I set it up 'milkmen.'"—*Western Druggist*.

In our April issue a contributor tried to say "ether" in a soap department article but the types insisted on an extra "i" making it "either," which was not so bad as the freak of error in the same article which boiled a composition for two hours over an "open frame" instead of "open flame." However, mistakes will happen in all well regulated offices.

#### A Good Kind of Insurance.

Advertising is an insurance policy against forgetfulness. It compels people to think of you.—*Western Druggist*.



## WAR TAX OUTLOOK AND FATS AND OILS SITUATION

WASHINGTON, August 17.—The war revenue bill is being delayed somewhat by the difficulties of the Ways and Means Committee in finding the balance of the eight billion dollars that the Treasury Department estimates it is necessary to raise to help finance the war during the current fiscal year. At last reports the committee was shy some \$500,000,000, more or less, of the total. Perhaps one reason for this is that the committee has not gone as strong on taxation along certain lines as recommended by the Treasury Department.

For instance, the Department recommended a 20 per cent. tax on the price received by the importer or producer of perfumes and cosmetics, toilet preparations, proprietary articles, and patent medicines, but the committee is reported to have tentatively decided upon a 10 per cent. rate of taxation on these articles.

The tax on patent medicines and proprietary medicines, as it now stands, would be a stamp tax instead of a manufacturers' tax, and the committee believes that this will greatly increase the revenue, as the retail price is much higher than the manufacturers' price.

There have been heavy increases in the taxes on alcohol, spirits, wines and liquors, besides syrups and flavors, but the committee is not giving out most of these rates because of a fear that some of these products would be withdrawn from bond and thus escape the higher tax rate, which is reported to be quite large. It is learned that a ten per cent. tax on non-alcoholic drinks sold by the manufacturer and a tax of one to two cents on soft drinks sold at the fountains has been decided upon and is expected to yield \$100,000,000 revenue.

So far as can be learned no action has been taken regarding flavoring extracts and the subject is still open.

There are taxes tentatively agreed upon on automobiles, gasoline, freight, capital stock, etc., besides large increases in the corporation, income and excess profits taxes. Everything is subject to revision by the Ways and Means Committee itself, the House of Representatives, the Senate Finance Committee and the Senate itself, and finally by the Conference Committee.

### SETTLING SOAP INDUSTRY PROBLEMS.

There have been several meetings here recently that are of special interest to the fats and oils trades. The meetings involved representatives of the soap, glycerine, cottonseed oil, candle and other industries. At one meeting the price of glycerine was fixed to the allied governments and to the consuming trade. (Details of the glycerine price fixing will be found on page 207.) At another meeting efforts to agree upon the price of cottonseed oil were unsuccessful, owing to crop conditions.

At a meeting of the soap manufacturers' war service committee held here about the last of July the use of sugar in making transparent soaps was forbidden. The soap manufacturers agreed to supply the necessary glycerine to the allies. The situation was discussed in the light of information obtained on the questionnaire sent out to the trade some time ago.

The soap men also discussed with representatives of the Food Administration and other departments of the government the question of uniform specifications for so-called "issue" soap for the army, navy and marine corps, that is

soap that is issued to the fighting men, and it is reported that progress is being made in connection with this matter.

There was a conference of representatives of various government departments interested in matters pertaining to fats and oils, held here at the Food Administration, on or about August 8, at which an interdepartmental committee on fats and oils was organized with B. E. Reuter of the Fats and Oils Division of the Food Administration as chairman. Representatives of the Agricultural Department and Commerce Department, besides the Food Administration, were present. The meeting was devoted principally to organization. Mr. Reuter was made chairman of the joint committee, the purpose of which is understood to be to advise the various government departments on technical questions connected with the purchase of fats and oils, the supply of same, prices, the war needs for the same, etc.

Some time ago a movement was started to co-ordinate government matters and activities in connection with fats and oils, edible and inedible. In that connection there was a committee or group formed which included E. J. Haley and E. A. Prosser of the Oils and Wax Section of the Chemical Division of the War Industries Board; Dr. Denny of the Cottonseed Division of the Food Administration, Mr. Reuter of the Fats and Oils Division, together with representatives of the Agricultural and Commerce Departments, and C. W. Merrill of the Division of Collateral Commodities of the Food Administration, according to a statement from Mr. Merrill, and he was said to have been chosen chairman. The relations between these two committees and their work to each other and the general situation has not yet been clearly defined to your correspondent, despite diligent effort on his part to get all the facts.

It is stated that Mr. Reuter's interdepartmental committee plans to meet twice a month and that the first meeting for business other than organization is scheduled for the first Tuesday in September. This committee, it is stated, will act in an advisory capacity to various government departments requiring information about the fats and oils situation.

The linseed oil situation was the subject of a recent conference here between government representatives of the shipping board, food administration, etc., at which it developed that the country's requirements for linseed oil are quite large and that some oil is coming from Argentina, but in limited quantities only, owing to the scarcity of shipping tonnage.

Manufacturers of lard substitutes representing their business nationally at the Food Administration held a two-day conference this week at which questions pertaining to their operations generally will be discussed. Committees were appointed to consider various problems and report.

Interests represented at the conference use large quantities of cottonseed and other vegetable oils. These, as well as the animal fats, have assumed heightened importance because of their war uses and the demands made upon this country for fats by the Allies.

Committees were assigned to report on maximum margins of profit, or "spreads," which will be submitted to the Food Administration as recommendations of the



trade; on suggestions for distribution; for packing the product; and general suggestions for efficiency and service. The War Service Committee is a permanent organization, which will meet on call to discuss emergency policies to meet situations resulting from the war. The other committees are temporary.

Among the organizations that sent representatives were the National and Southern Wholesale Grocers' Association, the Interstate Cottonseed Crushers' Association, the National Peanut Cleaners' and Shellers' Association, and the Wholesale Bakers' Supply Houses. Soap manufacturers were represented unofficially, among them being Proctor & Gamble.

The committees, which began their work immediately, are as follows:

War Service—J. H. DuBose, Memphis, chairman; J. A. Hawkinson, Chicago; John Aspergren, New York; H. M. Tucker, New York; E. L. Flippen, Dallas; W. M. Thompson, New York; E. E. Chandler, Chicago; W. E. McCaw, Cincinnati; B. D. Cash, Houston; H. B. Earling, Atlanta; J. D. Hill, Baltimore; E. Butterworth, Washington.

Rules—E. Kissling, Chicago, chairman; N. E. English, Chicago; J. Tyler, Atlanta; J. G. Cash, Jacksonville; Arjay Davies, Easton, Pa.; A. Boyd, Memphis; J. A. Hawkinson, Chicago; F. W. McKee, New York.

Packages—William Rowe, New York, chairman; C. A. Sanford, Greenville, Tex.; W. P. De Jarnette, Montgomery, Ala.; O. T. Shreve, Baltimore; W. W. James, Memphis, and John Edward, Montgomery.

Price and Margins—E. L. Flippen, Dallas, Tex., chairman; H. M. Tucker, New York; E. E. Chandler, Chicago; F. M. Barnes, Cincinnati; E. T. George, New Orleans; Ben D. Cash, Houston, Tex.

Marketing—R. R. Dupree, Cincinnati, chairman; H. M. Tucker, New York; J. T. Smith, Chicago; H. B. Darling, Atlanta; P. J. Beach, Houston, Tex.; Howard R. Smith, Baltimore; Walter Hodson, Athens, Ga.

Associated with this committee the following jobbers acted as advisors: L. M. Hooper, Selma, Ga.; M. H. Hunt, Memphis; E. E. Humphreys, McClelland, Okla.; D. D. Milligan, Springfield, Mo.; A. W. Hershey, Charleston, W. Va.

Because the size of the coming cotton crop cannot yet be predicted with accuracy, manufacturers of lard substitutes closed their conference without making recommendations concerning a price to be set on cottonseed oil.

The rules and regulations recently promulgated by the Food Administration were heartily endorsed.

The War Service Committee, a permanent organization chosen at the conference, and the Oil Millers' Committee were invited by representatives of farmers who grow products from which vegetable oils are made to meet in Washington, August 26, for a general discussion of their problems. The Food Administration has no official connection with this meeting.

The War Trade Board states that it will consider applications for the exportation to Denmark and Holland proper of perfumery, but not essential oils, and also toilet preparations (excluding soap) not in tin or lead containers and not containing more than 1 per cent. of glycerine.

#### COCOANUT OIL FROM THE PHILIPPINES.

Exports of copra from the Philippine Islands in the year ending June 30 increased 50 per cent. and amounted to 103,887 long tons, of which American purchases were 88,422, according to a statement of the War Department Insular Bureau, which says: "In addition there were exports of coconut oil nearly three times as large as those of 1917, the total for the year amounting to 70,976 long tons, and being practically all to the United States, with indications in the figures that the expanding local manufacturing industry is now consuming about half the copra production of the Islands. Coconut oil in 1918 took second rank to hemp among leading exports with a value of \$18,552,249."

The Food Administration reports that there are new Canadian regulations severely restricting the use of fats in the manufacture of syrups, candy and ice creams. Not more than 10 per cent. of fat of animal or vegetable origin may be used in ice cream.

## TRADE MARK DECISION

Court of Appeals of the District of Columbia.

RICE-STIX DRY GOODS COMPANY v. THE SCHWARZENBACH, HUBER COMPANY.

Decided January 7, 1918.

1. TRADE-MARK INTERFERENCE—TITLE—ABANDONMENT OF MARK. The appellant claims its title by assignment in 1914 from one D., who is supposed to have succeeded to it upon the dissolution of a partnership between him and one S., which partnership had used the mark in 1904; but since D. did not continue the business of the firm or the use of the mark after 1905 he had abandoned it, and in 1914 his assignment of it was a nullity.
2. TRADE-MARKS—USE OF MARK—METHOD OF MARKING. It is immaterial that in the appellee's use of its mark it merely wrote the mark in pencil on the paper wrapper of the goods, "so long as the mark conveyed to the purchaser knowledge of the origin or source of manufacture of the goods to which it is applied."

Mr. James A. Carr for the appellant.

Mr. E. T. Fenwick and Mr. L. L. Morrill for the appellee.

VAN ORSDEL, J.:

This is a trade-mark interference, in which the contending parties are each claiming the prior right to use the word "Society" as a trade-mark for silk piece goods.

Appellant, a Missouri corporation, was granted registration of the mark in January, 1915. Appellee, a New Jersey corporation, is seeking registration of the mark, and, from the decision of the Commissioner granting its request, this appeal was taken.

Both the mark and the use are the same. The sole question is, which one used it first in such a manner as to constitute, under the law, a trade-mark use? Appellant's registration of the mark establishes *prima facie* ownership, and places the burden upon appellee as the junior party.

The use by appellant, prior to July 1, 1914, is dependent upon a purchase of the mark from one Duncan. Witnesses were produced to show use of the mark by the firm of Duncan & Stenz in 1904 and 1905. Duncan and Stenz dissolved partnership in the latter part of 1905, and ceased to use the mark thereafter. Disposing of the business of the firm, the mark was turned over to Duncan, but Duncan in no way continued the business of the firm. In 1914 Duncan assigned the mark to appellant corporation. The property right of Duncan & Stenz in the mark was dependent upon the continuous use of the mark in their business. When they ceased to continue the business, the mark was abandoned, and was subject to appropriation by any one. It follows that the assignment of the mark in 1914 was a mere nullity, so far as establishing an earlier use by appellant. Duncan & Stenz had no property right in the mark separate and apart from their business. A transfer of the business could have carried the mark with it, and the purchaser would succeed to all the rights of the vendor in the mark. But when they abandoned their business, the mark became abandoned. (*Eiseman v. Schiffer*, 157 Fed., 473. It is clear therefore, that July 1, 1914, is the earliest date available for appellant.)

We think appellee has established a trade-mark use of the word "Society" on silk goods since 1912. Appellant, however, contends that appellee's use amounted to nothing more than a grade-mark, since the mark was written on the wrapper with a pencil, instead of being printed on the label, and was applied only to a particular style or weave of silk goods. Whether the mark be printed or written on the goods, or on the container in which the goods are sold, is immaterial, so long as the mark conveys to the purchaser knowledge of the origin or source of manufacture of the goods to which it is applied. (*Hopk. on T. M.*, p. 65.) The evidence conclusively shows, not only such a use of the mark by appellee company, but that it was regarded as a trade-mark use by the trade generally.

The decision of the Commissioner of Patents is affirmed, and the clerk is directed to certify these proceedings as by law required.

Affirmed.

Help your Government and yourself at the same time—buy War Savings Stamps.



# Flavoring Extract Section

## OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President F. P. Beers and the other re-elected officers of the Flavoring Extract Manufacturers' Association of the United States have gone ahead in the last month since the ninth annual convention devising ways and means for safeguarding the interests of the members. The situation at Washington is being carefully studied.

Members of the association will regret to learn of the death of Washington Burton, of W. Burton & Co., New York, an active member of the organization, whose demise is chronicled in our Obituary Department on page 200.

News of interest will be found in our Trade Notes and in other departments. Information about the Guadeloupe vanilla crop will be found in our Foreign Correspondence. The developments at Washington are treated in our regular correspondent's letter.

The copy of the minutes of the ninth annual convention have gone to the printer's and proofs have been sent to the officers of the association for revision.

### "NON-ALCOHOLIC PURE FLAVORS" RULING.

Dr. Alsberg, Chief of the Bureau of Chemistry, at Washington, has written the following important letter giving the present views of the Bureau with reference to the words "flavor" and "extract" and their uses:

WASHINGTON, August 2, 1918.

Mr. R. O. Brooks, 191 Franklin St., New York, N. Y.

MY DEAR MR. BROOKS: Permit me to thank you for the copy of your article on "Non-Alcoholic Pure Flavors," which I have read with great interest. My reason for writing to thank you is to bring your attention to the statement which you make in your article, which, while truly representing the Bureau's attitude some years ago, no longer represents its attitude today. I refer to your statement that "flavor" is considered synonymous with "extract." For some years now we have not been so regarding these two words. We have been regarding the word "extract" as applying to the alcoholic preparations and the word "flavor" as applying to any other preparation prepared with some other menstruum. We have, however, felt that both types of preparations should have the same flavor strength and are, therefore, requiring articles using as a menstruum, glycerine, oil, or specially prepared emulsions, to comply in flavor strength with the requirements of Circular 19.

Very truly yours,

C. L. ALSBERG,  
Chief Bureau of Chemistry.

### OUR CONVENTION REPORT.

Editor *American Perfumer and Essential Oil Review*:

I acknowledge receipt of my copy of the July issue of the *AMERICAN PERFUMER* and wish to take this opportunity to return to you my sincere thanks and appreciation, as well as compliments, for the splendid manner in which you have handled the convention proceedings in this issue.

F. P. BEERS, President F. E. M. A.

Earlville, N. Y., August 8.

## PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

### Use of Saccharin Legal in New York.

Subsequent to a conviction in the Court of Special Sessions of the City of New York, June 28, 1916, the action having been begun November 27, 1914, the Excelsior Bottling Works has won a victory over the City of New York in the so-called "saccharin case." The company was charged with violating the Sanitary Code of the Board of Health of the city—section 68, but the full bench of the Appellate Division of the New York State Supreme Court has reversed the decision of the lower court, and has found the use of saccharin as a sweetener of beverages legal. Moreover, since the use of saccharin in the proportion employed in the beverage sold by the defendant company did not exceed one hundredth of 1 per cent, the higher court holds that—"since saccharin is not injurious to the health, its use may be regulated but not prohibited under the exercise of the police power, and the Board of Health resolution is void." The court further holds:

"If a standard of purity or with respect to the ingredients to be used in making soda water had been prescribed by the Legislature or by legislative authority, then it might well be argued that no other ingredients could lawfully be used in making it."

The most revolutionary part of the decision of the high court—in which all the justices concur, while the decision was written by Justice Frank C. Laughlin—is the following:

"It is perfectly obvious that entirely aside from the question of disease or medical advice some people may desire, especially in hot weather, a cooling beverage that contains no food value or that has been sweetened to render it palatable by the use of saccharin instead of by the use of sugar and there is, therefore, no occasion or authority for prohibiting such use of saccharin."

Unusual interest is given to this decision because it is directly in opposition to the practices insisted upon under the Food and Drugs Act following the so-called "saccharin tests" of the Referee Board.

### Dr. Lucius P. Brown Reinstated.

Director Brown, of the New York City Bureau of Foods and Drugs, who was suspended last May, has been reinstated. It was a surprise that it had not come sooner for New York politicians did not look with favor upon the transfer of a Tennessee official to guard the health of New York. One charge was that Dr. Brown did what some other city departments fail to do, recognize the ability, efficiency and creditable work of his assistants who by their faithful service gave greater latitude for Dr. Brown to carry out reforms and broaden the scope of the work so much needed to be done. The assistants now are given credit for being very capable men. Instead of censure, praise should be given for having that sort of men in the department. As the Board of Health states: "It is fortunate, indeed, that these subordinates were so capable." The fact of the reinstatement is good proof that the charges against Dr. Brown's administration lacked substantiality.

# THE TESTING OF NON-ALCOHOLIC FLAVORING EXTRACTS

Read by Dr. FRANK M. BOYLES at the Ninth Annual Convention of Flavoring Extract Manufacturers' Association.

The essential ingredients of the variety of non-alcoholic extracts with which this paper deals are, as you know, Essential Oil; Gum, such as acacia, tragacanth, karaya, Irish moss, and Water. These, as I say, are the essential ingredients. To them—there is added almost invariably either glycerine or alcohol. Why these are added is not known, except perhaps with the idea that one or the other of them is necessary as a preservative.

As a matter of fact, the manner in which these extracts are usually put up, namely in collapsible tubes—obviates the necessity of any preservative, since the oils, although finely divided and thoroughly distributed, are not subjected to either the sunlight or the air, the two things that cause deterioration in Essential Oils.

I might say that I was surprised at the number of flavors among those which I examined, and which were labeled either directly or by inference as containing no alcohol—which actually did contain alcohol in varying amounts.

Now, in the chemical examination of these flavors, the determinations to be made will depend altogether upon the object in mind.

From the standpoint of the food control chemist—a complete analysis should be made, determining quantitatively all of the constituents (what the food control chemists should do and what he actually does, of course, is a different story). From the manufacturer's standpoint, the only determination of much value is the essential oil, since this is not only the most essential but the most costly ingredient in the flavor and, therefore, the one which he wishes to control; unless, of course, he is using either alcohol or glycerine.

**DETERMINATION OF ESSENTIAL OILS.**—When this work was begun about a year ago, we cast about for a method for the determination of essential oils in emulsions and found only one reference in the literature, namely in the *Journal of Industrial and Engineering Chemistry*, volume 8, page 421—a method by Redfern of the Iowa Dairy and Food Commission for the determination of lemon and orange oils in non-alcoholic extracts. Repeated trials of the method demonstrated that it was not reliable—(the reasons for this conclusion are set forth in the original of this paper to which I referred above, and are not of any interest to you gentlemen, so I will not take the time to go into them here.) After trying a number of methods in the hope of breaking up the emulsion or precipitating the gum in such a way as would permit of the direct determination of the oil by centrifuging, we took advantage of the fact that most gums are precipitated by lead subacetate, and hit upon a method which at first seemed very promising, but which turned out to be unsatisfactory. There was no difficulty in precipitating the gum, but when it came to determining the oil, if we proceeded so as to have the oil float on top of the solution, the gum invariably came to the top and obscured the reading; on the other hand, if we absorbed the oil in chloroform, and thus separated it on the bottom of the solution, the precipitated gum also became very accommodating and went to the bottom also. It was easy enough to break up the emulsion and precipitate the gum, but we were not able by any means to keep the precipitated gum separated from the oil so that the quantity of oil could be determined. Finally, we were driven to the following method, which consists of making an alcoholic extract from the emulsion and proceeding according to the usual method for the examination of alcoholic extracts. Most of the gums are precipitated by alcohol, therefore, upon adding an excess of 95 per cent alcohol, the emulsion is broken and the oil is taken up by the alcohol.

Of course, it is necessary to make some modifications of the original official method. The procedure which we finally adopted is as follows:

Measure 10 c.c. of the emulsion into a graduated cylinder, transfer as much as possible to a 50 c.c. flask, rinse the cylinder with 10 c.c. portions of 95 per cent alcohol, and with the aid of a glass rod transfer all of the emulsion

and precipitated gum to the flask, fill to the mark, shake thoroughly, let stand about thirty minutes. Filter through a folded filter and determine the oil in a 20 c.c. portion of the filtrate by the official method. The percent of oil found in the filtrate is multiplied by 5, to give the percent of oil in the original emulsion.

The gum is completely precipitated by the alcohol, and it is more expeditious to throw down the gum in the volumetric flask and to make up the volume and use an aliquot of the filtrate than to precipitate the gum and attempt to wash the oil from it into the flask.

In the case of extracts containing less than 5 per cent oil it is necessary to use more sample than specified in the directions given.

An alternative method for the determination of these oils in emulsion is by steam distillation. This is contrary to the statement of Redfern in the article referred to above, in which he says that these emulsions will not yield all of their oil to steam.

It might be said here that an emulsion which holds the oil so tightly combined that it could not be driven off by steam would be practically worthless as a flavor, as it would be necessary for the housewife to mix it with her food with a "double barrel sledge hammer" in order to release the oil from the gum and render it available.

For routine work, I am of the opinion that the steam distillation method is just as good as the method outlined above, and certainly consumes less time, which in these days, as you all appreciate, is quite a factor.

It is necessary first to run blank experiments on pure oils to determine just what percentage of recovery can be accomplished with the particular apparatus at hand.

Using a 200 c.c. side neck distilling flask with outlet tube midway of the neck and a cassia flask as receiver, the writer has consistently recovered 95 per cent of lemon and orange oils when proceeding as follows: Measure 10 c.c. of the extracts into a graduated cylinder and transfer it by means of about 35 c.c. of water to a side neck distilling flask, and distill with steam into a 100 c.c. cassia flask. In the case of lemon and orange oils—95 per cent of the oil is recovered so that the amount found must be multiplied by 100 and divided by 95.

FOR CASSIA, CINNAMON AND CLOVE extract, the following modification of the official method is successful:

Dilute 10 c.c. of the sample with 95 per cent alcohol to 50 c.c., as in the case of lemon and orange. Filter. Place 10 c.c. of the filtrate in a separatory funnel containing 50 c.c. water—add 1 c.c. HCl (1:1), and shake out four times the 25 c.c. portions of ether. Wash the combined ether extracts twice with water and then shake for a few minutes with about 5 grams granular calcium chloride.

Place a small piece of cotton in the outlet of the separatory funnel and draw the ether into a tarred beaker. Evaporate the ether on a boiling water bath, place it in a desiccator for three minutes and weigh. Divide the weight by the specific gravity of the oil to find the per cent of oil by volume.

ALMOND, ANISE AND NUTMEG extracts are converted into alcoholic extracts as in the case of lemon and orange, and an aliquot portion analyzed by the official method.

**Peppermint Extract.**—So far we have not been able to devise a method for the determination of peppermint oil except by steam distillation, which, however, gives very good results if the same precautions as outlined in the case of lemon and orange are kept in mind. Ninety per cent recovery.

The official method for the determination of peppermint oils in peppermint extracts is not an accurate, and indeed it is not even a dependable method, so that nothing could be gained by converting the non-alcoholic peppermint flavors into alcoholic extracts as outlined above and then proceeding by the official methods.

If it were not for the fact that the menthol content of peppermint varies so widely the determination of the menthol present would be the logical method.



The gum is most easily determined as follows: To a weighed portion of samples add an excess of 95 per cent alcohol; let stand until the precipitated gum has settled out. Decant on to a Gooch filter. Wash the precipitated gum thoroughly with 95 per cent alcohol, dry to constant weight at 95 deg. C.

**Determination of Alcohol.**—A convenient quantity of the emulsion is diluted with water and distilled. The cloudy distillate is saturated with salt and shaken out with petroleum ether to remove the oil. It is then redistilled and the percentage of alcohol determined from the specific gravity of the distillate.

**Vanilla.**—The vanillas that have come to my attention were all substitutes or imitations. I do not wish to say, however, that true vanilla without alcohol can not be made; for it can be made, but there is a question as to its quality.

The vanillin and coumarin in the non-alcoholic extracts are determined by converting the extracts into alcoholic extracts as heretofore and proceeding by the official method. The lead number and the qualitative tests for vanilla resins can be made with the alcoholic filtrate. There is, however, some question as to the accuracy of the lead number by this procedure.

All the vanillas I have seen which give a positive test for vanilla resins contain some alcohol.

In addition to the emulsions, there is another class of non-alcoholic flavors which are comparatively unimportant on account of the limited uses to which they can be put; namely, the mixtures of essential oils and fixed oils, such as cottonseed, peanut, etc.

Steam distillation is perhaps the easiest way of separating the flavoring oil from the fixed oil.

I would like now to say a word with reference to the brands of non-alcoholic flavors which I examined. For obvious reasons, I will not refer to them by name but will differentiate the products by numbers.

**Lemon, No. 1.**—Emulsion, gum; Lemon oil, 20 per cent; alcohol, 10.8 per cent.

**Lemon No. 2.**—Emulsion, gum; oil, 19.5 per cent; alcohol, present; alcohol, concentrated, non-alcoholic; flavor, lemon. This flavor is about 10 times as strong as ordinary brands of extracts.

**Lemon No. 3.**—Emulsion, gum; lemon oil, 19 per cent; alcohol, present.

**Lemon No. 4.**—Emulsion, gum; lemon oil, 7.5 per cent, 6.5 per cent; alcohol, none.

**Lemon No. 5.**—Concentrated non-alcoholic, lemon flavor; emulsion, gum; lemon oil, 14 per cent, 6.2 per cent; alcohol, none.

**Orange No. 3.**—Emulsion, gum; orange oil, 17 per cent; glycerin.

**Orange No. 4.**—Emulsion, gum; orange oil, 7 per cent.

**Orange No. 5.**—Emulsion, gum; orange oil, 5.8 per cent.

**Orange No. 1.**—Contains orange oil, glycerin and a vegetable gum; emulsion, gum; orange oil, 16.5 per cent; alcohol, present.

**Vanilla Substitute No. 1.**—Contains vanilla extract, vanillin, coumarin. Coumarin, 0.50 gms. per 100 c.c.; vanillin, 2.3 gms. per 100 c.c.; vanilla, none; alcohol, present.

**Vanilla Extract With Added Vanilla No. 5.**—Save the cost of expensive alcohol. Blank flavors in tubes contain no alcohol—when you buy alcoholic extracts, it's the alcohol you pay for. Vanillin, 0.64 gms. per 100 c.c.; vanilla, trace; alcohol, present.

**Vanilla No. 4.**—Vanillin, 0.48 gms. per 100 c.c.; coumarin, 0.20 gms. per 100 c.c.; vanilla, none; alcohol, none; glycerin, present.

**Vanilla Substitute No. 3.**—"Contains vanilla extract, vanillin, coumarin, sugar color, glycerin. When you buy alcoholic extracts, it's the alcohol you pay for." Vanillin, 1.67 gms. per 100 c.c.; coumarin, 0.10 gms. per 100 c.c.; vanilla, small amount; alcohol, present; glycerin, none.

**Vanilla Substitute No. 1.**—Composed of vanilla extract, gum, coumarin, vanillin, glycerin, sugar color. This flavor is over 10 times as strong as ordinary brands of vanilla extract. Vanillin, 0.8 gms. per 100 c.c.; coumarin, 0.37 gms. per 100 c.c.; vanilla, small amount; alcohol, present.

This flavor had a fancy name, suggesting the absence of alcohol.

**"Non-Alcoholic Vanilla," No. 6.**—Vanilla, coumarin and vanillin. Vanillin, 0.20 gms. per 100 c.c.; coumarin, 0.14 gms. per 100 c.c.; lead No., .06; alcohol, none; glycerin, present.

**Non-Alcoholic Vanilla Flavor (CCC)**—Vanilla, coumarin and vanillin. Vanillin, 0.57 gms. per 100 c.c.; coumarin, 0.34 gms. per 100 c.c.; vanilla, none; alcohol, none.

**Peppermint No. 3.**—Emulsion, gum; oil, 11 per cent; glycerin, present.

**Peppermint No. 1.**—Contains oil peppermint, glycerin and a vegetable gum. Emulsion, gum; oil, 12.8 per cent; alcohol, present.

**Peppermint No. 5.**—Concentrated, non-alcoholic; emulsion, gum; oil, 7.2 per cent; alcohol, none.

**Cinnamon No. 5.**—Concentrated, non-alcoholic; emulsion, gum; oil, 17.7 per cent; alcohol, none.

**Cinnamon No. 3.**—A substitute for cinnamon made with oil cassia. Emulsion, gum; oil, 12.5 per cent.

**Cinnamon No. 1.**—A substitute for cinnamon made with oil cassia. Emulsion, gum; oil, 14 per cent; alcohol, present.

#### MISCELLANEOUS.

**Ginger No. 1.**—Said to contain glycerin, contains alcohol.

**Cherry Substitute No. 1.**—Emulsion; contains alcohol.

**Pineapple Substitute No. 1.**—Emulsion; contains alcohol.

**Onion Substitute No. 1.**—Contains alcohol.

**Strawberry Substitute No. 4.**—Contains no alcohol, etc. Alcohol, present.

**Imitation Banana No. 4.**—Contains no alcohol, etc. Alcohol present.

**Imitation Pineapple No. 4.**—Contains no alcohol, etc. Alcohol present.

**Strawberry Substitute No. 3.**—"When you buy alcoholic extracts, it's the alcohol you pay for." Alcohol, present.

The association gave Dr. Boyles a unanimous vote of thanks for the above paper and an interesting discussion followed in which various members participated. The discussion will be fully reported in the forthcoming official minutes of the convention. This paper and the subsequent exchange of views form one of the reasons why every flavoring extract manufacturer should be a member of the Flavoring Extract Manufacturers' Association. This is only one of innumerable instances of the work that is being done by the association to benefit the industry. Such efforts deserve the support of every firm in the business. The membership fee is very small—nothing, in fact, compared with the benefits that are to be derived by those who want to progress.

#### Constituents of Formosan Lemon Grass Oil

The terpene isolated from lemongrass oil from Formosa gave, on reduction with sodium and alcohol, a derivative corresponding closely with dihydromyrcene, yielding dihydromyrcene tetrabromide, m. pt. 87°–88° C. It was further reduced by hydrogen and platinum to 2,6-dimethyl-octane. On oxidation with alkaline permanganate it yielded succinic and oxalic acids. The identification of this terpene with myrcene is considered complete. In addition, the oil contains an aldehydic substance, other than citral, which has not yet been isolated.—*Abstracted from paper by K. Kafuku, Kogyo-Kwagaku-Zasshi.*

#### Getting a Competitor's Goat.

When your competitor is successful in keeping your attention centered on him and what he is doing rather than upon your own business, he is on his way to get your goat.—*Confectioners' Journal.*

## FIFTEENTH ANNUAL CONVENTION OF THE BARBERS' SUPPLY DEALERS' ASSOCIATION OF AMERICA

CHICAGO, Aug. 19.—The fifteenth annual convention of the Barber Supply Dealers' Association of America opened at 2 p. m., August 19, at the Hotel La Salle, Chicago, with a considerably better attendance even than was anticipated and the two top floors of the hotel practically monopolized by the eighty odd exhibitors from all parts of the country. Local clubs into which the general membership is subdivided were individually assigned rooms on the eighteenth floor for the discussion of their sectional problems and the thrashing out of neighborhood problems for formal presentation on the convention floor. This is proving to be one of the most individually valuable features of the convention. A general get-together dinner was held at 6:30 p. m. in the East Room, attended by both association members and their ladies. Quite a number of the latter, with their families, are in attendance.

Monday's proceedings were largely preparatory to the formal opening of the convention itself in the Red Room on Tuesday morning. The morning session included the appointment of committees, President Bernard De Vry's annual address, and the reports of the secretary and treasurer, closing with a stirring patriotic speech by Fred Dolle.

Secretary Joseph Byrne's report showed a very substantial bank balance to the association's credit over that of any previous year, and he called particular attention to the fact that since the last convention the organization has gained sixty-two new members, making this the greatest year, as concerns growth, in the association's history.

The remainder of the convention programme is scheduled as follows:

### TUESDAY, AUGUST 20.

#### (Afternoon Session.)

1. The Question of Free Goods in the Sale of Hair Tonics, by L. M. Taylor.
2. Cut Prices and Special Discounts, by M. E. Walter.
3. How We Developed Our Grinding Department, by Otto Haas.
4. Suggestions as to What Expense Can Be Eliminated by Supply Dealers.
5. Visiting Exhibits and Displays of Merchandise.

### WEDNESDAY SESSION.

1. Reading of Communications.
- Should B. S. Dealers Put Apprentice Boys in Their Grind Shop? by Walter Althoff, of the Genco Cutlery Company. Reply by George W. Korn.

2. What is the Value of Membership in My Local Club? by R. C. Dunlap.

3. How Often Should Local Clubs Meet? (General discussion.)

Wednesday afternoon will be spent at the Great Lakes Naval Training Station, but it is probable that the business sessions will be continued during that evening in the convention hall. There will be Victrola concerts each evening among the exhibits for the benefit of the visiting ladies.

### THURSDAY, AUGUST 22.

#### (Morning Session.)

1. Trade Acceptance in Our Business, by Howard L. Wynegor, vice-president, Guarantee Trust Corp., Chicago, Ill.
2. The Effect of Loyalty to Our Association, by Emil Schneider.
3. Tonic Manufacturers versus the Dealers. Discussion by Shehan and Fitch, followed by an open forum consideration.

#### (Afternoon Session.)

1. The Supply Man as Manufacturer of Toilet Goods, by Alfred Krank.
2. The Outlook of Perfume Supplies, by A. L. Van Ameringen, George V. Gross, and L. A. Van Dyk.
3. Unfinished Business.
4. Reports of Committees.
5. Election of Officers for ensuing year.
6. Decision as to next annual meeting place.

The annual banquet of the association will be held in the East Room of the hotel on Thursday night, beginning at 7 p. m. Details as to toastmaster for the occasion and list of speakers has not yet been decided upon.

In addition to the business programme outlined, special daily entertainment features are planned for the ladies. These include a matinee party at one of the local theaters on the afternoon of Tuesday, August 20, and a shopping tour of the State street department stores on the afternoon of Thursday, the 22d.

Aug. 22.—At the session held today the following were elected: Pres.—Bernard DeVry (re-elected); 1st V. P.—J. M. Garratt, Kansas City; 2nd V. P.—Z. U. Shaw, Wichita; Treas.—Otto Haas (re-elected); Secy.—Jos. Byrnes (re-elected); Exec. Board, same with following additions, L. M. Taylor, A. Halvorson, A. J. Krank, Fred Dolle.

## ANNUAL MEETING OF AMERICAN SPICE TRADE ASSOCIATION

Shipping conditions in the spice trade have materially changed during the last year, Lomax Littlejohn, president of the American Spice Trade Association, declared at the annual meeting of that body, held at 124 Front street, August 7. President Littlejohn said in his report:

"Formerly the bulk of produce shipped from the Far East was consigned to this port, from which it was distributed to interior points. Owing to war conditions, nearly all such commodities now reach America at Pacific ports, necessitating the entire readjustment of former

methods as to the distribution of produce, incurring heavy increase expense to the importer and often long and annoying delays to the receivers. The trade is to be congratulated on the way they have accepted and conformed to the situation.

"Since our last annual meeting we have lost three members by death, but have gained nine additions to our association, making a total of 107. Our secretary, Wm. Archibald, Jr., has resigned his position for the purpose of giving his services to the Government.



"In February last I was authorized by your board of directors to address the War Trade Board, Import Department, offering the services of our association in connection with the control of exports and imports, and received a most gratifying reply from Frederick B. Peterson, director. Subsequently, the War Trade Shipping Board at Washington requested that a committee representing the spice trade appear before them to furnish statistics and information. I appointed Messrs. McCormick, Clarke and Littlejohn, who conveyed the information desired.

"There is a growing conviction in some peoples' mind that the Government will either embargo or restrict the import of peppers and other spices. This will doubtless result if such action will tend directly or indirectly to win the war. I am convinced that the members of the war boards are capable and efficient and have only this end in view and if they decide for any reason that an embargo on spices is necessary, it will come, and if so, we shall accept the situation cheerfully with true patriotic spirit, if it serves the nation in her hour of need."

The treasurer's report showed a total membership of 107 firms in good standing, no liabilities and \$1,146 in the treasury.

The arbitration committee reported six hearings in appeal during the last year, stating: "When we consider the number of first arbitrations, of which there were twenty-nine, so few references to the arbitration committee indicates the careful study of settling any dispute, and when the new and complicated matters arising from the war are taken into consideration, it is certainly a very satisfactory showing and demonstrates the value of this method of settling disputes between members and may be considered one of the most valuable assets of our association."

A resolution recommending the change of the date for the annual meeting from the first Wednesday in August to the second Wednesday in May of each year was unanimously adopted.

A resolution was adopted expressing the sense of the loss to the trade involved in the death of William J. Kinsella, president of the Hanley & Kinsella Coffee & Spice Company of St. Louis.

The following resolution was moved by John Clarke and seconded by Chas. D. Joyce, of the A. Colburn Company, and was unanimously adopted, after considerable discussion:

"Resolved, that the president be authorized to appoint a committee of five, including one of the directors, to lay before the directors definite suggestions for the creation of additional service to manufacturers and grinders, under the auspices of this association; and that the board of directors be requested to consider the same, and call a special meeting of the association as soon as may be feasible, in order to ensure full discussion, and if possible to bring about whatever special benefits to grinders and manufacturers may be found to be practicable and efficient."

The following officers for 1918-1919 were unanimously elected: President, L. Littlejohn, of L. Littlejohn & Co.; vice-president, John Clarke, of John Clarke & Co.; secretary, Benjamin H. Old, of Old & Wallace; treasurer, J. Melville Morris. Director, to serve three years, R. M. Littlejohn.

Arbitration committee: Lomax Littlejohn; John B. Elliman, of Balfour, Williamson & Co.; Robert A. Watson, of Gillespie Bros. & Co.; Patrick W. Walsh, of Van Loan & Co.; Rutger Bleeker, of Rutger Bleeker & Co.

## PLAN TO CUT DOWN MORE INDUSTRIES

### All Luxuries Aimed At

WASHINGTON, Aug. 22.—The fact that there now is a shortage in war work of 1,000,000 unskilled laborers and that the reserve of skilled workers is exhausted developed today at a conference of field agents of the Federal Employment Service. Further curtailment of nonessential production is planned to release men for war work.

The labor shortage is so serious that completion of a number of important war projects for the army and navy is being delayed, it was stated at the conference. The field agents decided that the only way in which the needed laborers could be obtained was to take them from nonessential industry.

"The time has come for the entire nation to realize that business as usual is no longer possible," Nathan A. Smythe, Assistant Director of the Employment Service, told the conference. "If we are to end the war quickly the production of luxuries and nonessentials in this country must come to an end. It is a question of winning the war quickly or having it dragged on indefinitely.

"Manufacturers must give up the creation of needless goods, workers must be willing to change from nonessential to war production even at a hardship to themselves, the public at large must stop buying luxuries and thereby make the problem of curtailing nonessential easier."

An indication of how the nonessentials may be combed was given today when the Community Labor Board of the District of Columbia announced a list of twenty-four classes of work regarded as nonessential. Employers in these classes are called upon voluntarily to release their unskilled labor for war work. Community boards are being organized throughout the country by the Department of Labor, and they are to work in close co-operation with local draft boards.

Following are the industries which the District Board, the first to make an announcement, has listed as nonessential:

Automobile industry accessories, drivers of pleasure cars, cleaning, repairing, and delivery of pleasure cars, sight-seeing cars, automobile trucks other than those hauling fuel or doing Government work, teaming other than delivery of products for war work, bath and barber shop attendants, bowling, billiard, and pool rooms, bottlers and bottle supplies, candy manufacturers, cigars and tobacco, cleaners and dyers, clothing, confectioners, and delicatessen establishments, builders and contractors not engaged in erection of structures for war work, dancing academies, mercantile stores, florists, fruit stands, junk dealers, livery and sales stables, pawnbrokers, peanut vendors, shoe-shining shops, window cleaners, soft-drink establishments, soda fountain supplies.

### Lucky He Did Not Face Firing Squad.

(From the London Oil and Color Trades Journal)

A boot polish manufacturer has been heavily fined for describing a Russian neighbor as a German. The judge characterized this as a vile insult, and the defendant now doubtless regrets his lack of polish in the social sense.



The Manufacturing Perfumers' Association of the United States announces the election of the following new members at a recent board meeting:

The Elcaya Company, 148 Madison avenue, New York City.

Wildroot Chemical Company, 11 Goodell street, Buffalo, New York.

Capital Issues Committee has approved the sale of \$2,500,000 sinking fund gold notes of Peet Bros. Manufacturing Company of Kansas City, which is a large producer of soap and glycerine. These notes will be offered to the public for investment.

Sreben Anastasoff, a patriotic Grecian, educated in Paris, formerly in the laboratory of Mr. Charles V. Sparhawk, essential oils and chemicals, 278 Pearl street, has become a captain in the French Army. A letter from him, written in the American Officers' Inn, London, June 29, and received recently, says in part:



CAPT. SREBEN ANASTASOFF

"I am a Captain in Regiment....., Division..... somewhere in France, and at the present moment am convalescing in London. I have been wounded four times.

"I was wounded at R.... for the fourth time in the month of May. The wound was very serious, but the operation has proved successful. I have been decorated four times, and wait with impatience the day when I will return to the trenches.

"We have no fear of the German bullets. We fight them bravely. The Germans recall our souvenirs at Chateau Thierry, etc. I hope in two or four weeks I will be there and I would like to tell you everything, to write you everything, in order that you may know our organization is confident, but I am not able to do this, for perhaps the enemy would be able to use it to an advantage.

"I am very happy with the Americans. They are excellent soldiers and they are strong, light-hearted and confident. When you read the morning and evening papers you will understand when I tell you that the greatest battles for the liberty of the entire world, for the saving of future generations from the barbarous Germans, then say to all that in these great battles unprecedented in the history of humanity, we are bearing it with courage and

confidence. We fight like lions against a stronger enemy, but they are already beaten.

"And we are confident of victory. This is what we ask of the people of America especially: To aid the Government in buying Liberty Bonds, to aid the brave men who die, believing with confidence, 'They shall not pass, they shall never go to Amiens or Paris or anywhere, as they were not able to do at Verdun.

"With temperance eat and drink, sending the rest to your soldiers in France, and know positively you will gain their thanks.

"What is more glorious than to die on the field of honor? We have no fear of death! But we have need of the civilians. The whole world needs help.

"When you go to the l'Union Francaise, kindly give my regards to all, and after the war I shall return."

Mr. George N. Hanna, who is a familiar figure in the perfume and pharmaceutical circles in New York and vicinity, is now firmly established in his own business as a dealer in bottles and other glassware for perfumers, druggists and chemists.

For many years he represented a Philadelphia concern, which is now out of business; and since the closing of that plant a year ago, he has taken orders on his own account and is prospering.

Mrs. Edwin H. Burr, of New York, wife of the manager of the American branch of Roure-Bertrand-Fils, Grasse, France, is one of the active New York members of the National League for Women's Service. A part of every day and evening she is to be found at one of the information booths maintained by the War Camp Community Service at the Pennsylvania Station, New York.

The object of this work is to assist Army and Navy men who are visiting New York to find suitable accommodations, to supply information about New York's very complex travelling facilities, to locate friends and relatives, etc., and further to assist visiting friends and relatives to find their boys in the different camps about New York.

It is no small task for a stranger to New York to orient himself rapidly and much of the pleasure of a visit to the city is determined by the start he makes at the Penn. terminal or one of the other depots. The treasurer of the National League for Women's Service is Miss Anne Morgan and there are many other prominent New Yorkers connected with it.

Mrs. Burr is well experienced in Red Cross and other war work and is genuinely glad to be able to give some assistance to our fighting boys.

Mr. Burr is a frequent volunteer helper in the evenings and has related to the editor several interesting incidents that came under his personal observation.

Mr. Oscar A. Brown, of the essential oil house bearing his name, returned from a three months' trip to France, Switzerland and England, on the 5th of this month. Mr. Brown has been identified with the essential oil industry



OSCAR A. BROWN

for many years and is personally acquainted with buyers throughout the entire United States. He established his company a little over a year ago and is prospering in keeping, with the hard work he has done.

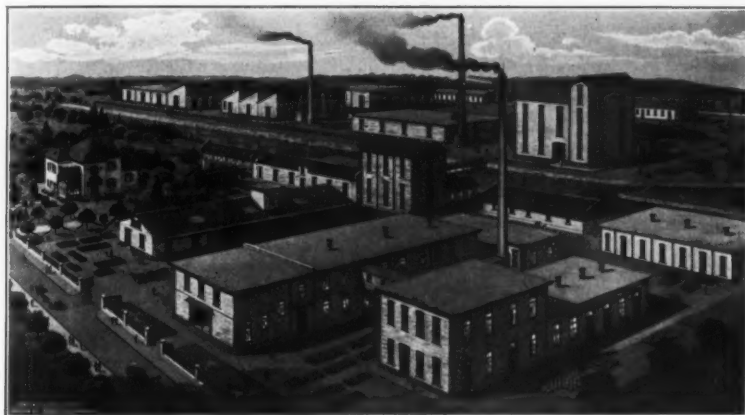
Among the other results of his trip was the establishing of connections with several important firms whose products he will handle in the United States and Canada. Among these are Chemical Works Flora (Fabrique de Produits Chimiques Flora), of Dubendorf, Zurich, Switzerland, a well established and growing synthetic factory. This company was established in 1899 and has made very rapid growth. At the present time there are nearly two hundred

employees and the plant covers over twenty-five acres of ground. In fact, the works have been considerably extended since the drawing that illustrates this article was made. Among the products of the Flora works are synthetic violet, rose, narcissus, jasmin, honeysuckle, musk ambrette, etc.

Another account that Mr. Brown has closed is that of Montaland, Seve, Lefevre & Co., of Hyeres, France. A number of years ago this firm was established in a new flower growing region not far from Toulon, and although tradition fixes Grasse as the only region for French flower oil production, the Montaland firm has helped to build up the industry at Hyeres. Special attention has been given since 1909 to the development of the French Otto of Rose industry. The company manufactures a complete line of liquid and solid concretes, and pomades in addition to French Rose Otto.

Mr. Brown represents also Holland's Distilleries, London manufacturers of terpeneless essential oils and will soon announce other connections that he has negotiated.

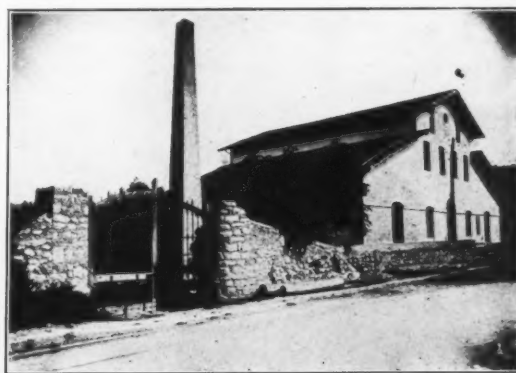
Mr. F. E. Holliday, secretary of the National Association of Wholesale Druggists, attended the convention of the American Pharmaceutical Association in Chicago this month. He planned to stay a few weeks in the west.



PLANT OF CHEMICAL WORKS "FLORA" AT DUBENDORF, SWITZERLAND



ONE CORNER OF THE MONTALAND WORKS AT HYERES



VIEW OF THE LAVENDER DISTILLERY AT MOUANS-SARTOUX

The annual outing of the Chicago Perfumery, Soap and Extract Association, which occurred July 16 on account of the inclemency of the weather really was not an outing but an inning. The original intention was to go to the Orchard Bungalow, a little resort outside of Chicago, for a chicken dinner and annual baseball game. Instead of this, the club was entertained by the Entertainment Committee, consisting of Messrs. Frank Z. Woods, A. G. Spilker, James Powers, R. H. Lingott and Geo. A. Briggs, at the Illinois Athletic Club, where all of the various privileges were accorded to the members, the principal attraction being Kelly pool and billiards. Hardly any of the club members realized that they had two expert billiard players in their midst until Mr. John Blocki and Mr. Joe DeLorme began their exhibition game. "Believe me," writes our correspondent, "we also have some Kelly pool players whose names I would not dare to mention."

The following were in attendance: Messrs. Ed Drach, E. Holman, Roy Gilbert, A. G. Spilker, D. Bennett, R. H. Lingott, C. Morgan, Joe DeLorme, A. Lauth, H. Bartold, F. H. Sawyer, Geo. Merrell, P. A. Rising, C. Burnham, J. J. Powers, A. Doolittle, H. E. Lancaster, F. H. Cooper, John Blocki, C. R. Schuelser, H. D. Crooks, Claude Manning, R. C. Cone, Frank Z. Woods, A. Fortune, W. H. Schutte and Mr. Merton.

After being entertained at the club, they were all taken in autos to the Arena Polar Grove and treated to a fine vaudeville show and a splendid dinner.

Application has been made at Trenton, N. J., for a receiver for the Belleville Extract Company, with \$100,000 authorized capital stock, by Theodore X. Fleischman, holder of 100 shares. The assets are placed at between \$2,500 and \$3,000. Trade marks and formulas, for which \$100,000 of the stock was issued, are alleged to have depreciated in value to practically nothing.

Mr. Gilbert Colgate, of Colgate & Co., New York, is president of the board of the Travelers' Aid Society, which is doing beneficial work on the lines that its name indicates. At the recent annual meeting it was said that more than 700,000 persons had been aided during the last year. Vigorous work is planned for army camps in which the society is not already hard at work.

The presentation of the Schlotterbeck Memorial Portrait was one of the features of the fiftieth anniversary celebrated recently by the University of Michigan. The tribute to the memory of Dr. J. O. Schlotterbeck, who was known to our readers through his active connection with the Flavoring Extract Manufacturers' Association, was largely the result of efforts put forth by Mr. F. F. Ingram, Jr., who was secretary of the committee in charge.

Mr. Edward Post, for eight years the active and efficient secretary of the National Manufacturers of Soda Water Flavors, and recently manager of the pharmacy of A. A. LeFevre, Lancaster, Pa., and who at the same time conducted his flavor laboratory, which he took there from Philadelphia, has been called to the position of supervising chemist for the Coca Cola Bottling Company, having exclusive control of the sale of bottled coca cola in Delaware, Maryland and Florida. In conjunction with this he is going to move his flavor laboratory to Baltimore, greatly enlarge its capacity so that he may be in a position to sup-

ply the various bottling plants with their requirements for flavors, foams and colors other than coca cola, and at the same time make a specialty of ginger ale syrup. Mr. Post is well fitted for this position, having made a specialty of bottlers' flavors for 25 years. For 10 years he conducted the flavor laboratory of the Armstrong Cork Company at Philadelphia, and for the remaining time has been in business for himself.

American Soap & Washoline Company, Troy, N. Y., has elected these officers: President, Mrs. Hugh Graham; vice-president, Miss Clara Andrae; treasurer, Eugene A. Graham; secretary, Charles G. Andrae; manager, James E. Graham; sales manager, Hugh P. Graham. Mrs. Hugh Graham, who succeeds her late husband as head of the company, Miss Andrae, Eugene A. Graham and Charles G. Andrae, constitute the board of directors.

Charles Alf was arrested at Columbus, Ohio, August 7, by Federal authorities on a charge of sabotage. It is alleged that Alf, superintendent of a local soap manufacturing plant, destroyed 3,000 pounds of glycerine under contract to the Government for use in manufacturing munitions, by emptying 500 pounds into a sewer and putting acid into the remainder, which destroyed its value. He also is charged with tampering with the plant machinery. Alf is registered as an alien enemy.

Lee, Higginson & Co., bankers, have purchased an issue of first mortgage 7 per cent. sinking fund gold bonds of Lever Bros. Co., a Maine corporation. The principal and interest of these bonds are guaranteed by Lever Bros. Co., Ltd., of England. The American company is controlled through stock ownership by the English concern. The Maine corporation produces Lux, Sunlight, Life Buoy, Pears', Money Brand and Welcome. Its plant at Cambridge, Mass., was valued on June 30 at \$1,391,200. The net profits for 1917 available for interest were over \$375,000, or more than seven times the annual interest charges. It is estimated that for 1918 they will be nearly ten times. The business of the company is growing rapidly. Its sales for the year ended December 31, 1917, were \$4,734,581, while for 1918 they are estimated at \$9,300,000.

The Fisk Manufacturing Company, Walker street, Springfield, Mass., has been bought by the American Textile Soap Company, a new corporation organized for this purpose. The officers of the new company are: President, Thomas C. Perkins, of Hartford, Conn.; vice-president, H. P. Faxon, of Boston; treasurer, Robert F. Warren, of Springfield. These officers, together with Harry G. Fisk, of Springfield, and F. S. Switzer, of Boston, comprise the board of directors. The capitalization is \$386,000, of which \$200,000 is in preferred stock paying 8 per cent, and the rest in common stock. The Fisk company is a long-established concern engaged in the production of soap. Of late years the company has confined its product mainly to mill and textile soaps. Harry G. Fisk was its president. The American textile soap company intends to enlarge the business greatly, and especially to develop the manufacture of glycerine, for which the Fisk company has special equipment. It was this last feature that induced the formation of the new company, since there is a great demand for glycerine for the manufacture of high explosives at present.



As a result of vigorous effort on the part of a few men in the chemical trade \$1,570 has been raised to purchase and equip an ambulance to convey wounded soldiers from the vessels arriving at Atlantic ports to the base hospitals. One thousand dollars more is urgently needed, as \$2,500 is the sum required to purchase, equip and maintain the ambulance for one year. Among the contributions so far are the following: The du Pont Company, \$100; the Barrett Company employees, \$100; Marden, Orth & Hastings Corporation, \$100; Novocal Chemical Company, \$100; Rector Chemical Company, \$100; T. J. Parker, Inc., \$50; Charles Pfier & Co., \$50; W. H. & F. Jordan, Jr., Inc., \$50; United Piece Dye Works, \$50; Edison International Corporation, \$50; Commonwealth Chemical Corporation, \$50; Murphy & Brewster, \$50; Charles Morningstar & Co., \$50; Holliday, Kemp Company, \$50; E. Puigdemoglas, S. C., \$50; Ossining Chemical Works, \$50; Journal of Commerce, \$50; Contact Process Company, \$50; J. C. Sparks, \$50; Hine Brothers, \$50; Dicks, David Company, \$50; Trade News Service, \$50; Florasynth Laboratories, \$50; Carex Company, \$50; Laidlaw, Kelley Company, \$50; J. Ringborg, \$25; O. Friedlander Chemical Company, \$25; Marks Chemical Works, \$10; H. A. Hirsh, \$10.

Every time you stick a Thrift or War Savings Stamp on your card you are mailing money to yourself to be received later with interest. Cashing in these stamps is going to be better than "getting money from home," for with the money comes the reminder that you contributed to the great victory which then will have been completely won.

National Association of Retail Druggists will meet in New Orleans, September 16-20. There will be a drug exhibition and ample entertainment has been provided.

National Wholesale Druggists' Association has filed an answer to the charges of unlawful conspiracy in restraint of trade made by the Federal Trade Commission and set forth in our last issue on page 168. The answer denies that its associate membership amounts to 75 per cent of the manufacturers of the country, or that it has exercised any discrimination against any legitimate jobbers. As to selling methods of proprietary goods it is set forth that the activities of its Committee on Proprietary Goods of late years have become purely nominal. From 1890 to 1905 its duties were of first importance, but after the Federal Court decree at Indianapolis in 1907 these duties ceased. The answer argues for changes in the resale law to provide for price maintenance and sets up an entire denial, demanding dismissal of the complaint.

Necessity for concentrating on war work was made the basis of a motion by the American Can Company before the Federal Trade Commission, recently, to postpone action on the commission's complaint against the company until the Supreme Court decides the anti-trust case, which was said to involve many of the same allegations. The motion was taken under advisement. John Barton Payne, counsel for the defendant, said the long-term contract was regarded by the packers as very advantageous to them, assuring an adequate supply of cans regardless of the crop. He declared he knew of no such exclusive contract as

was alleged. Representatives of the company said it was filling \$60,000,000 in war contracts and that to push the complaint now would interfere seriously with the work.

The Eli Lilly & Co., of Indianapolis, has filed its answer to the amended complaint of the Federal Trade Commission charging that it has adopted and maintains a system of fixing prices at which its products shall be resold by jobbers and wholesalers, and that it has refused to sell its products to dealers who do not agree to maintain such prices. The Lilly company is an Indiana corporation, with headquarters at Indianapolis and branch offices at New York City, St. Louis, Chicago, Kansas City and New Orleans. It admits and justifies its method of regulating prices, explains its system and declares it has done nothing in restraint of trade.

The Heyden Chemical Works, with an office at 135 William street, New York, and having a volume of business that is indicated by the fact that it amounted in 1917 to \$4,000,000, has been seized by Alien Property Custodian Palmer. Valuable patents, processes and formulas for the making of salol, sodium salicylate, saccharin, formaldehyde, benzoate of soda and other by-products of carbolic acid will be Americanized as a result of the seizure. This action was taken when it was learned that the company was owned by the Chemische Fabrik von Heyden, of Radebeul, Germany, which ownership netted it \$1,026,626 in 1916.

Later Mr. James E. Branegan, of the Kali Manufacturing Company, was appointed vice-president and director of the concern as the Government's representative. He was born in Brooklyn, is an expert chemist, and has done research work for the General Chemical Company. The Eugene Widman medal for original chemical research was awarded to him in 1911. He is the inventor of hydroxy oil, a textile oil made from American vegetable oil to take the place of oils made from castor oil.

The Peppermint Oil Combine has forced a \$5 per pound price on the market. It is said to be withholding all shipments and offers, and by this restraint is attempting to develop a corner. Sellers apparently are left in a position of having to repudiate obligations. According to views expressed in the trade, the action is a holdup. The threat to force a \$5 price has been boasted by the growers. Information in the hands of essential oil houses shows that the trust has plenty of oil. This same scheme of manipulation was tried by the trust a few years ago.

A combination to restrain the peppermint oil trade was formed by the growers. They sent the price from \$1 to \$5 within a week. At that time, the firm of Magnus, Maybee & Reynard took the trust's activity before Government officials in Washington and the manipulation was crushed. The trust may have forgotten this, but the trade has not. It is more than probable that the Department of Justice will be called upon to act. Shrewd propaganda coupled with silence is the means used by the trust in its present price manipulating activity. The trade is far from silent and the cry of "robbers," "trust," "hold-up" and "conspiracy in restraint of trade," is heard in many quarters. If plans go through, the trust will hear from Washington.



Mr. W. G. Ungerer, of Ungerer & Co., New York, has received from The American Field Service Fund a copy of "Ambulance 464," written by Julien Bryan of Section 12 of the Field Service. This book is an interesting record and gives an accurate impression of what the American Perfumers' ambulances have been accomplishing. The book was presented to Mr. Ungerer as a token of appreciation of his kindness in raising funds for the American Perfumers' ambulance.

Mr. H. C. Hanley, formerly of Darling & Co., of Chicago, has recently joined the forces of J. C. Francesconi & Co., and will be located at their Chicago office, 327 South LaSalle street. Mr. Hanley's long and varied experience in the tallow and grease line renders him particularly adaptable for the department which he will control in the Chicago office, working in connection with Mr. M. F. Austin, the present manager of their Chicago branch.

Mr. C. Christiansen, formerly president of the Eastern Oil Co. and one of the best known oil men in the East, is another addition to the Francesconi forces. He is expected to prove a valuable assistant in the domestic department, under Mr. C. R. Antz, its present manager.

On page 202 of this issue in the section devoted to Patents and Trade Marks, there appears a brief description of a patent granted recently to Mr. B. H. Karmen, of the Velvatone Powder Puff Company, New York.

According to the patent specifications, the object is an improved and simplified powder puff, easy and inexpensive to manufacture and more durable than the usual varieties. A more specific object of the invention is to provide a machine-made powder puff in which the hand sewing of the facing material to the back is dispensed with. Still another object is to provide a durable grip or fingerhold and means for fastening it in the body of the puff.

Mr. Karmen is a very versatile executive and has had wide experience in manufacturing and selling toilet preparations of all kinds, and is therefore quite familiar with the needs of the trade.

The sales management of the Velvatone Powder Puff Company is in the hands of Mr. J. E. Valentine, who is pushing the company's business forward vigorously.

The Pittman Extract Company, of Winona, Minn., has been taken over by McConnon & Co., of the same city, but is still known as the Pittman Extract Company.

Mr. Philip Munter, president of The Philip Munter Company, New York, has been promoted to major of the 11th Inspection District of the New York Police Reserves with six precincts under his command.

Two of his brothers are in the Army, one of them who was associated with the business is in the 42nd Utah Regiment and the other, Herbert, with the Medical Corps, somewhere in France.

Dr. H. S. Bailey, chemist in charge of the Oil, Fats and Wax Division of the United States Bureau of Chemistry, who has been devoting half of his time to similar work in an executive capacity for the United States Food Administration, has withdrawn from the Government service to take charge of the oil laboratory for the du Pont Powder Company at the experiment station, Wilmington.

Mr. George K. Lueders, son of the president of George Lueders & Co., has returned to his home in Summit, N. J., after having successfully completed the course at the Harvard Officers' Training Camp at Cambridge.

Mr. Edward V. Killeen, Jr., son of the vice-president of the company, has enlisted as a member of the United States Naval Reserves.

Mr. Donald Wilson, 80 John street, New York, has severed his connections with Th. Mühlethaler Co., Nyon, Switzerland, and has established his own business as an importer and dealer in synthetics, chemicals and essential oils.

Among others these firms have been elected recently to membership in the New York Merchants' Association:

Chipman Limited, Mr. W. A. Chipman, president, 8-10 Bridge street—Export and import.

Mandel, Loeb & Yankauer, Mr. D. S. Yankauer, 810 Broadway—Converters and importers.

Mr. S. A. DeVries, of Polak's Frutal Works, Amersfoort, Holland, who has been sojourning in this country for two years, sailed for home on the *Nieuw Amsterdam* recently from an Atlantic port. He expects to return in the Spring to establish a branch where a stock of goods will be carried.

Mr. F. K. Woodworth, manager of the Chicago office of the Antoine Chiris Co., New York, has issued a neat and timely card reprinting Daniel Webster's celebrated definition of "Patriotism."

The Aroma Club of New York has contributed \$50 to the Red Cross Fund.

Mr. A. Belknap Foster, vice-president of Magnus, Mabée & Reynard, Inc., New York, is taking an extended motor trip through the Rockies. He will be gone for about four weeks.

The Atlantic Potash Corporation has changed its name to the Liberty Potash and Chemical Co., Dover, Del., and has filed articles to this effect with the Delaware State Department.

The Semet-Solvay Co. has declared the regular quarterly dividend of \$2 a share on the stock, payable August 15 to stock of record August 1. It has been decided to omit the usual stock dividend.

Mr. Robert G. Fries, of Fries & Fries, Cincinnati, was a visitor to New York, with Mrs. Fries, early this month.

Two men were dangerously injured June 27 when too great an accumulation of steam formed in a big vat in which soap was being boiled in the plant of the Quaker Soap Co., at Eleventh and Provost streets, Jersey City, and exploded. The steel top of the vat, twelve feet in diameter and two and a half inches thick, was blown out through the roof of the one-story frame building, soared more than 100 feet in the air and crashed through the roof of an adjacent building. Health Officer Hagan suspended operations at the plant soon afterward pending an investigation.

Only a little flag on an envelope! But as the American emblem of victory it flew as the letter to which it gave safe convoy passed across the continent from the Pacific Ocean to the Atlantic Ocean. It carried with it a message to the AMERICAN PERFUMER from the Western Soap Co., of Spokane, Wash. The little flag, significant of the great things it stands for, has not yet finished its mission. Carefully and reverently it was taken from its resting place by one of our staff who has a son in the Navy and sent on a further journey up the Atlantic coast to the great naval headquarters at New London, Conn., whence it will go to France. So this little paper flag on an envelope is doing its duty. Sentiment and patriotism in business have never failed to win. In this case our congratulations go out to the firm which started it on its way to the front. It has gone to a fighter who will treasure it.

Ricksecker, perfumers, are now occupying new offices and show rooms at 47 West 34th street, corner of Broadway. This is the well known Marbridge Building and the location is without doubt one of the best in New York, accessible from all parts of the city. The laboratories and factory are at 1412-1420 Park avenue, Hoboken, N. J., quickly reached by either Hoboken Ferry or Hudson Tubes. The name Ricksecker made in the U. S. A. has had a world-wide distribution for fifty years, and the half century anniversary is now being celebrated. The line is backed by an organization complete in every detail, and is being revised in its entirety. Many new numbers of soaps have been added, and at prices which should appeal to all classes of trade. They have closed a three years' contract with the Richards Advertising Agency, and very soon will begin a national advertising campaign, placing this famous trade mark right where it belongs in the front rank of soaps and perfumes.

Thousands of chemists from all parts of the country are planning to come to New York City to attend the various conventions to be held by chemical and technical organizations in Grand Central Palace during the week of September 23. Coincident with these meetings will be held the Fourth National Exposition of Chemical Industries which promises to be the largest and most complete exposition of these industries ever held. In order to show the strides made by the chemists of America it will be necessary to use four floors of the Palace. The advisory committee of the exposition is composed of Charles H. Herty, chairman; Raymond F. Bacon, L. H. Baekeland, Ellwood Hendrick, Henry B. Faber, Bernard G. Heese, A. D. Little, W. H. Nichols, R. P. Perry, H. C. Parmelee, G. W. Thompson, F. J. Tone, T. B. Wagner and M. C. Whitaker. Charles F. Roth and F. W. Payne are the managers. Dr. Bacon of this committee is new head of the Chemical Warfare Section of the National Army and a member of General Pershing's staff.

Grand Central Palace, the largest exposition building in New York City, has been purchased by Alfred I. Du Pont. It is understood that the greater part of the building, which has floor space in excess of 500,000 feet, will be devoted to exhibition purposes, the idea being to stimulate trade between the United States and the governments associated with it in the war, and with other countries of Europe, Latin-America and the Far East. Mr. Du Pont said that there are abroad great stores of merchandise which would be purchased here if buyers could cross the ocean to make

their selections. As this was impossible, he said, the goods could be brought here duty free for exhibition purposes and the duty paid if the goods were purchased. The Grand Central Palace, he said, will serve as a great sample room and "the home of these great national and international commercial interests" where manufacturers and buyers "can meet on grounds of common interest and consummate the purchase and sale of goods, machinery, raw products, etc." and where international trade can be placed on a "less accidental and haphazard" plane.

Mr. and Mrs. E. M. Laning, of St. Louis, with their two children, have been spending the heated term at Keansburg, N. J. Mr. Laning is perfumery chemist for the Sanitol Chemical Laboratory Co.

Eighteen fellowships and thirty-three scholarships have been established for students in chemistry at colleges and universities throughout the country by the du Pont Co., of Wilmington. The total value of these will be \$25,000, the fellowships carrying \$750 and the scholarships \$350 each for the coming scholastic year. This announcement was made at Atlantic City by Dr. Charles L. Reese, chemical director of the du Pont Co.

The Consulate General of the Netherlands at New York announces the opening at 11 South William Street, of the Netherland Indian Government's intelligence office and produce sample room. Although in recent years the Netherland East Indian Archipelago has been attracting steadily growing attention all over the world for the richness of its natural resources, there remains still a wide scope for extending its commercial relations with various countries, especially with the United States. Samples will be on exhibition of some of the more important export articles and Mr. J. H. Muurling, who is in charge, will furnish information free of charge to anyone interested either by letter or orally. The Bureau will, abstain rigorously from all commercial dealings and from all interest in such dealings, direct or indirect. Visitors will be welcome.

Thompson Chute Soap Co., Toledo, Ohio, has filed a decrease of its capital stock from \$50,000 to \$10,000.

Mr. L. Shaw, Jr., of Burlington, Vt., has been appointed state manager for the Palm-Olive Co.

The Post Office Department announces that a parcel-post convention, effective immediately, has been concluded with Portugal. Parcel-post packages exchanged between Portugal (including the Azores and the Madeira Islands) and the United States must not weigh more than 11 pounds, nor measure more than 3 feet 6 inches in length and 6 feet in length and girth combined. Postage must be paid in full at the following rates: In the United States, 12 cents a pound or fraction thereof; in Portugal, up to 1 kilo (2.2 pounds) in weight, 30 centesimos; exceeding 1 kilo up to 3 kilos, 50 centesimos; exceeding 3 kilos, up to 5 kilos, 75 centesimos. Parcel-post packages for Portugal may be registered.

You may not be able to fight, but you can save and buy War Savings Stamps.

Sidney Dunlap, alias Victor B. Snow, is under arrest on a charge of forgery in Alton, Ill., growing out of his misrepresentation that he was agent for Colgate & Co., New York. Dunlap turned up in St. Louis and negotiated with a real estate firm for a suite of offices in a business building in which he proposed to establish a western branch for Colgate & Co. His next step was to open an account with a St. Louis bank, in which he deposited \$200 in cash. This he checked out quickly and then offered a Colgate check for \$300, on which he tried to get \$100 cash. The bank said he would have to wait until it heard from New York. As the check was bad this was Dunlap's cue for disappearing. He went to Alton, where he tried to cash a \$100 check on his exhausted St. Louis bank account. His arrest followed. Dunlap had even planned, as Colgate's representative, to give a dinner to St. Louis bankers and business men. The police say he is wanted in other cities for forgeries and that he has served several terms in prison. They also credit him with half a dozen different aliases. Dunlap was well-dressed and put up a good front. With him was a handsome woman who said they had been married two months ago. She was not arrested.

Accused of having circulated in Frankford, a suburb of Philadelphia, perfumes believed to have been loaded with a dangerous poison, James Gray, Eleventh street, near Race, Philadelphia, was held in \$400 bail for further hearing by Magistrate Borie. Gray's method is said to have been to induce school children to sell the perfumes through offers of prizes. Lydia Gray, of the same address, and Mrs. Bessie Danley, Fairhill street near Fisher's lane, who were arrested at the same time and who are said to have acted as his agents, were released on their own recognizance.

The police were unable to find any children made ill, and although a report was given out at detective headquarters that the perfume contained "a germ," C. R. White, city bacteriologist, said his examination of the perfume had not been completed and that he was not in position to say whether or not it contains "germs." He denied a report that he had told the police there were germs in the preparation.

#### NEW INCORPORATIONS.

American Mercantile Company, Grand Rapids, Mich., teas, coffees, extracts, spices, etc., \$10,000 capital stock, has been incorporated by Annette Klanderman, Hattie Klanderman and Bert Boeskool.

Lafayette Drug and Chemical Mfg. Co., Inc., Manhattan Borough, New York City, manufacture oils, colors, drugs, chemicals; \$25,000 capital stock, has been incorporated by L. Nelson, 501 West 171st street; E. C. Davidson, 116 Nassau street, New York City; E. Crawford, Mountain Lakes, N. J.

Lewis Bros., Inc., Manhattan Borough, New York City, barbers' supplies and toilet articles, \$40,000 capital stock, has been incorporated by A. J. Halprin, L. Bass, S. H. Ganz, 150 Nassau street.

Pajo Cleanser Company, Inc., of Brooklyn, N. Y., has been chartered to manufacture soaps, dyestuffs, chemicals, etc., with a capital stock. The directors are Edward Larkin and Dorothy E. Hubener of Brooklyn, and Gerard S. Wittson of Manhattan.

P. H. Owens, Beauty Mfg. Co., to manufacture toilet and beauty specialties; capital stock \$75,000, has been incor-

porated by F. R. Hansell, Philadelphia, Pa.; J. Vernon Pimm, S. C. Seymour, Camden, N. J.

Mineral Soap and By-products Co., \$100,000 capital stock, has been incorporated in Delaware by L. B. Phillips, R. A. Phillips, Dover.

B. & W. Co., Elizabeth, N. J., to manufacture soaps, oils and greases, \$100,000 capital stock, has been incorporated by Richard Barry and C. N. Finck, of Elizabeth and Emil Jacobi, of Bayonne.

#### NEW PRICE LISTS, PUBLICATIONS, ETC.

FRANK Z. WOODS, 180 North Market street, Chicago, selling agent for Rockhill & Victor, New York, sends his latest price list of essential oils, etc.

J. L. HOPKINS & Co., 100 William street, New York, have issued a neat little booklet describing the merits of the Hopkins insect powder.

ARABOL MFG. Co., 100 William street, New York, in its August announcement, calls attention to the excellent qualities of tinnol as a paste to use in attaching labels to tin. Besides being a good sticker, it is claimed that it does not blot or discolor delicate labels.

"PROTECTIVE TARIFF CYCLOPEDIA" Document No. 33 of 160 pages, revised to July 1, 1918, has just been issued by The American Protective Tariff League, New York. It includes over 7,000 citations and comparisons of rates of duty between the Payne-Aldrich Law of 1909 and the Underwood Law of 1913, as amended. Two very interesting chapters have been added to this brochure entitled "What Free-Trade Has Done, 1913-1917?" and "Oriental Competition." The last chapter points to the menace of importations from the Orient, present and future.

#### IN MEMORIAM FOR DEPARTED FRIENDS.

AARON, EMIL, soaps, retired, New York, August, 1912.

ALLEN, HENRY, glass bottle dealer, New York, August, 1917.

BOOTH, THOMAS CHARLTON, manager New York office Consolidated Fruit Jar Co., New Brunswick, N. J., August, 1915.

BROWN, DAVID SEYMOUR, retired soap manufacturer, New York City, August, 1915.

BRUCK, FREDERICK WILLIAM, soap manufacturer, Pittsburgh, Pa., August, 1917.

DE DORMAN, CHARLES H., perfumer, Willis H. Lowe Co. Boston, Mass., August, 1912.

DOWD, JOHN C., president J. C. Dowd & Co., manufacturer of toilet goods, New York City, August, 1916.

FRITZSCHE, HERMAN T., of Fritzsche Brothers, August, 1906.

GEILFUS, CHARLES H., of Andrew Jergens Co., soap and perfume, Cincinnati, O., August, 1914.

GOLD, SOLOMON, retired soap manufacturer, Schenectady, N. Y., August, 1916.

HOWELL, REGINALD, of Stevenson & Howell, Ltd., essential oils, London, Eng., August, 1912.

HUGHES MME., mother of Mme. Emile, Schlienger, Grasse, France, August, 1917.

KELLEY, DR. H. S., soaps and toilet specialties, West Dennis, Mass., August, 1912.

KERKESLAGER, MILTON, W., soap manufacturer, Philadelphia, August, 1913.

LADD, JOHN B., of Ladd & Coffin, New York, August, 1910.

LEVISON, JOSEPH, with American Stopper Co., Brooklyn, N. Y., August, 1912.

NORTON, ELLIOTT HOWARD, with Colgate & Co., for nearly all of his lifetime. Attleboro, Mass., August, 1916.

PASSOIT HENRY, soap, Saginaw, Mich., August, 1914.

PEET, JESSE, soap manufacturer, one of the founders Peet Bros. Co., Kansas City, Mo., August, 1917.

ROBESON, WILLIAM B., of Antoine Chiris Co., New York, August, 1908.

SCHLIENGER, HUBERT, Bertrand Freres, Grasse, August, 1910.

SHELDON, NICHOLAS, soaps, Providence, Rhode Island, August, 1911.

SMITH, JUSTIN E., formerly of Seeley Mfg. Co., Detroit, Mich., at his home, Chattanooga, August, 1915.

TATUM, ALBERT HOLMES, of the Whitall-Tatum Co., perfumers' glassware, New York, August, 1912.

TETLOW, JOSEPH, perfumery, Philadelphia, August, 1911.

UNGERER, WILLIAM PHILLIP, Ungerer & Co., August, 1907.

WALSH, JAMES P., manager of the W. & H. Walker Soap Co., Pittsburgh, Pa., August, 1914.

WILLIAMS, AARON, W. C. Williams Soap Co., August, 1910.

### MARCEL LAFFITTE, KILLED IN ACTION.

There will be regret of the most sincere kind felt in the trade here for the loss of Marcel Laffitte, a bright and enthusiastic young Frenchman, who has just given up his life in the campaign for the world's freedom from brutal domination and to make future ravages of civilization impossible. Marcel Laffitte was killed in action on July 17 while fighting gallantly with the 18th Battalion of Chasseurs Alpins Somewhere in France. He was only 20 years old and was the son of Gabriel Laffitte, who is connected with Roure-Bertrand Fils, Grasse, France.



MARCEL LAFFITTE.

The father has paid several visits to this country and as a result is quite well known to perfumers and soap manufacturers on this side of the Atlantic Ocean. All will join in regretting that the young hero could not have lived to keep up his valorous work at the front.

### William J. Kinsella.

William J. Kinsella, president of the Hanley & Kinsella Coffee & Spice Co., St. Louis, died July 14 following an operation. He was 75 years old and was a member of the American Spice Trade Association, which has taken appropriate memorial action. He is survived by his wife and three children, of whom one is Sergeant Dalton L. Kinsella, now in France with the 354th U. S. Infantry. The sergeant is vice president of the Hanley & Kinsella company. Another son, William J. Kinsella, Jr., succeeds his father as president of the concern.

### Washington Burton.

Washington Burton, president of W. Burton & Co., Inc., manufacturers of flavoring extracts, New York City, died on August 11. He was born in Brooklyn 65 years ago. Mr. Burton was a member of the Flavoring Extract Manufacturers' Association of the United States. His firm

was established in 1872, previous to which time he was engaged in the wholesale drug and manufacturing business. It was incorporated in 1895. Mr. Burton leaves a son and a daughter. He was a member of Jephtha Lodge, F. & A. M., Brooklyn, and of the Benevolent Order of Elks, both of which held services on August 13 at 8 p. m. at his summer home in Freeport, Long Island. His will provided that his ashes be consigned to the ocean. On August 14 cremation was made and the final disposition will be made as he desired.

### W. I. Tuttle

W. I. TUTTLE, vice-president of the Federal Tin Co., Baltimore, died last month at his home in that city. Mr. Tuttle for a long time was prominently identified with the can manufacturing industry and formerly was president of the Tin Decorating Co., of Baltimore.

### Obituary Notes.

Edwin D. Mellen, long engaged in soap manufacturing at Cambridge, Mass., died July 21, aged 57 years. Mr. Mellen and his father were identified with the firm of Curtis Davis & Co., which formed the nucleus of the present Lever plant at Cambridge and of which the younger Mr. Mellen became treasurer. His mother was a daughter of the late Curtis Davis and survives him. He also leaves a widow, two sons and two daughters.

Henry Rowley, formerly president of the American Chiclet Co., died in Flatbush, Brooklyn, August 2, aged 63. His wife and two sons survive.

Francis Keeling, Jr., president of Humiston, Keeling & Co., wholesale druggists, of Chicago, died suddenly on August 6. He leaves a widow and son.

George Schaeffer, president of the Schaeffer Bros. & Power Mfg. Company, St. Louis, died July 16, aged 63. He long had been in the soap and candle business, in which his father was a pioneer. He was unmarried.

Julius Hess, of the Leeds, England, firm of Adolph Hess & Bro., Ltd., oil and stearine manufacturers, died recently. For more than 40 years he was managing director of the business. His only son, Lieutenant and Adjutant Hess, was killed in action in France in 1916.

### Treasures Files of The Perfumer.

(From the Patten Perfume Co., New Orleans, La.)

We hand you remittance of \$1 to cover our 1918 subscription to your most valuable journal. We would not be without it for ten times its price and, in fact, consider it well worth more than that to the perfumery manufacturer. Any reasonable price for it is indispensable to firms in this line. It is well known to be one of the leading trade journals in America, and is in a class by itself. Artistically manufactured, its advertising pages are no less interesting and valuable than its news and editorial pages. We have carefully preserved every copy since we first became a subscriber, and as the writer is now laid up with a broken right arm and, therefore, incapacitated to a great extent and too nervous to concentrate his mind on anything but the most vitally interesting matters, he has been carefully rereading the treasured old copies in his library.

### Semi-Liquid Water-Soluble Dentifrice.

Jean-Joseph-Etienne Douzal. Fr., addition 20,252, June 1, 1917.

The crystallizable constituents of mint are dissolved in a mixture of anethol and eugenol, cinnamic aldehyde is added, and the resulting mixture is added to a carbohydrate such as gum arabic or other substance capable of forming a paste and dissolving in H<sub>2</sub>O.



## PATENTS AND TRADE MARKS

	<b>SALADA</b> 106643		<b>GOLD LABEL</b> 108194		
	<b>TRIUMPH</b> 108833		<b>RHODIONE</b> 107142	<b>SOCIETY</b> 109416	
	<b>BALLADERM</b> 110232		<b>Khush-Amadi</b> 109376		
	<b>SUNNY BOY</b> 110425		<b>MATH-OL</b> 110960		
			<b>Cuticura</b> 110846		
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					
					



- The Beau-Site Company, New York, N. Y. Filed February 28, 1918. Serial No. 109,266. Published April 9, 1918.
- 122,302.—Soap.—Empire Soap Company, New York, N. Y. Filed January 31, 1918. Serial No. 108,709. Published March 26, 1918.
- 122,303.—Ointment to be Applied to the Scalp to Promote the Growth of Hair.—Mrs. Keturah Ralph Ellis, Louisville, Ky. Filed March 5, 1918. Serial No. 109,384. Published April 23, 1918.
- 122,335.—Hair Tonic.—John M. Schinko, Des Moines, Ia. Filed February 8, 1918. Serial No. 108,899. Published April 23, 1918.
- 122,351.—Palm Oil, Palm Kernels and Cocoa for Food Purposes. African Association Limited, Liverpool, England. Filed November 19, 1917. Serial No. 107,453. Published April 23, 1918.
- 122,358.—Certain Named Chemicals and Pharmaceutical Preparations for Toilet Purposes.—Harriet Hubbard Ayer, New York, N. Y. Filed February 28, 1918. Serial No. 109,256. Published April 30, 1918.
- 122,359.—Certain Named Chemicals and Pharmaceutical Preparations for Toilet Purposes.—Harriet Hubbard Ayer, New York, N. Y. Filed February 28, 1918. Serial No. 109,260. Published April 30, 1918.
- 122,366.—Toilet Soaps.—Crystal Soap Company, Milwaukee, Wis. Filed March 4, 1918. Serial No. 109,353. Published April 30, 1918.
- 122,374.—Toilet Soap.—International Drug Company, Wilmington, Del. Filed March 11, 1918. Serial No. 109,501. Published April 30, 1918.
- 122,380.—Soaps in Paste, Powder, Cake or Liquid Form.—The Morell Manufacturing Company, Denver, Colo. Filed August 8, 1917. Serial No. 105,546. Published April 30, 1918.
- 122,383.—Washington Compound in Powder Form Used as an Aid to Remove Soil from Fabrics.—Morey Bros., Evanston, Ill. Filed December 8, 1917. Serial No. 107,846. Published April 16, 1918.
- 122,386.—Food Flavoring Extracts.—The C. F. Sauer Co., Richmond, Va. Filed October 17, 1917. Serial No. 106,821. Published February 26, 1918.
- 122,387.—Detergent in Grain Form Used as an Aid to Soap for Washing Purposes.—Seibert Mfg. Company, Camden, N. J. Filed May 22, 1915. Serial No. 86,840. Published April 23, 1918.
- 122,306.—Soap for Cleaning and Preserving Leather Goods and Imitation Leather Goods.—Colgate & Co., Jersey City, N. J. Filed February 6, 1918. Serial No. 108,849. Published April 23, 1918.
- 122,314.—Scalp Remedies, a Liquid Preparation Used in Treatment of the Hair.—Ginnetti Manufacturing Company, Washington, D. C. Filed August 21, 1917. Serial No. 105,773. Published April 30, 1918.
- 122,319.—Laundry Soap, Oil Soap. Harris Soap Company, Buffalo, N. Y. Filed February 26, 1915. Serial No. 84,801. Published December 11, 1917.
- 122,320.—Face-powder and Talcum Powder.—Aurelius S. Hinds, Portland, Me. Filed February 27, 1918. Serial No. 109,242. Published April 30, 1918.
- 122,324.—Scalp Preparation.—Julius R. Jones, Richmond, Va. Filed March 11, 1918. Serial No. 109,503. Published April 30, 1918.
- 122,342.—Hair Tonic.—Ellen W. Pheiffer, Parkersburg, W. Va. Filed December 4, 1917. Serial No. 107,755. Published April 23, 1918.
- 122,355.—Certain Named Foods.—Union Pacific Tea Company, New York, N. Y. Filed February 4, 1916. Serial No. 92,642. Published May 1, 1917.
- (Filed December 28, 1917. Used since November 20, 1917.)—Olive oil.
- 108,830.—The Lorenz Company, Everett, Mass., assignor to Mihalovitch Bros. Company, Cincinnati, Ohio.—(Filed February 5, 1918. Under ten-year proviso. Used since 1864.)—Toilet and Shaving Soaps.
- 108,833.—The Lorenz Company, Everett, Mass., assignor to Mihalovitch Brothers Company, Cincinnati, Ohio.—(Filed February 5, 1918. Used since January, 1913.)—Flavoring extracts for food.
- 108,881.—The Brundage Brothers Company, Toledo, Ohio.—(Filed February 8, 1918. Used since May 1, 1917.)—Peanut oil.
- 108,920½.—Ferd. T. Hopkins & Son, New York, N. Y.—(Filed February 9, 1918. Under ten-year proviso. Used since about 1848.)—Medicated soap.
- 108,924.—Never-Tel Laboratories Company, Kansas City, Mo.—(Filed February 9, 1918. Used since August 1, 1917.)—A dandruff remedy.
- 109,142.—Societe Chimique Des Usines Du Rhone, Paris, France.—(Filed February 20, 1918. Used since July, 1916.)—Perfumery.
- 109,376.—The J. B. Williams Company, Glastonbury, Conn.—(Filed March 4, 1918. Used since August 10, 1917.)—Toilet waters and talcum powders.
- 109,593.—John Fernsler, Philadelphia, Pa.—(Filed March 16, 1918. Used since November, 1908.)—Hair tonics.
- 109,916.—Gowan-Lenning-Brown Co., Duluth, Minn.—Filed April 2, 1918. Used since March 15, 1918.)—Extracts for foods.
- 110,232.—W. W. Beitenman, Englewood, Colo.—(Filed April 16, 1918. Used since 1890.)—A preparation for the treatment of tan, sunburn, freckles, chapped hands and roughness of the skin.
- 110,295.—A. J. Hilbert & Co., Inc., Milwaukee, Wis.—(Filed April 18, 1918. Used since January 20, 1918.)—Extract perfumes, toilet waters, face and talcum powders, face creams.
- 110,349.—Lekas & Drivas, New York, N. Y.—(Filed April 20, 1918. Used since April 3, 1918.)—Salad oil—a compound of winter-pressed cottonseed oil flavored slightly with pure olive oil.
- 110,373.—John Fernsler, Philadelphia, Pa.—(Filed April 22, 1918. Used since March, 1910.)—Hair tonics.
- 110,425.—The Brundage Brothers Company, Toledo, Ohio.—(Filed April 25, 1918. Used since May 1, 1917.)—Coffee, tea, salted peanuts, peanut oil and peanut butter.
- 110,846.—Potter Drug & Chemical Co., Portland, Me., and Boston, Mass.—Filed May 11, 1918. Used since April 10, 1918.)—Talcum powder.
- 110,869.—Nelson Baker & Co., Detroit, Mich.—(Filed May 13, 1918. Used since May 13, 1914.)—Face powders, talcum powders.
- 110,904.—The Hewitt Bros. Soap Co., Dayton, Ohio.—(Filed May 15, 1918. Used since March 1, 1918.)—Flaked laundry soap.
- 110,960.—Benjamin C. Mathes, Rochester, N. Y.—(Filed May 17, 1918. Used since March 1, 1913.)—Germicide, talcum toilet powder, perfume, toilet water, peroxide cream, laxative tonic tablets, and corn, wart and callous remover.
- 111,244.—Rebecca White, Birmingham, Ala.—(Filed May 28, 1918. Used since early part of February, 1918.)—A preparation for treatment of the hair.

## PROTECTION IN LATIN AMERICA.

The extension of markets for American manufacturers in Central and South America emphasizes the importance of securing full protection granted under foreign laws to trade-marks and patents. This may generally be secured only by registration in each country in which the article is sold, and delay in registering the trade-mark or in applying for a patent has often resulted in loss through the prior registration or appropriation by another.

The general conditions governing the registration of trade-marks abroad are briefly summarized in Tariff Series No. 31 (Registration of Trade-Marks in Latin America), copies of which will be furnished free upon application to the Bureau of Foreign and Domestic Commerce at Washington.

## TRADE-MARK REGISTRATIONS APPLIED FOR.

- 106,439.—Nu-Jene Toilet Co., Minneapolis, Minn.—(Filed September 26, 1917. Used since October 1, 1916.)—Skin whitener, skin cleanser, hair tonic, nail bleach, hand lotion, hair fluff, face powder, rouge, nail polish and liquid cuticle remover.
- 106,643.—Leo E. Schoenfeld, Chicago, Ill.—(Filed October 6, 1917. Used since September 28, 1917.)—Olive oil.
- 107,215.—The Escerjay Company, Cincinnati, Ohio.—(Filed November 7, 1917. Used since October 20, 1917.)—Soap.
- 108,194.—Bosco & Company, Inc., New York, N. Y.—

## FOREIGN CORRESPONDENCE AND MARKET REPORT

### ADEN.

**CIVET.**—The Aden Port Trust does not supply separate figures for the trade in civet, but groups it under the head of perfumery. The total imports of perfumery in 1916-17 were valued at \$31,906, against a value of \$27,279 in the preceding year. Probably 90 per cent of this total was Abyssinian civet imported via Jibuti. The total exports of civet were approximately \$30,000 in value, of which about 70 per cent went to France and nearly 25 per cent to the United States. During the preceding year 60 per cent of the total exports were to the United States.

### BRITISH GUIANA.

**PROHIBITED IMPORTS.**—In addition to the list of prohibited imports adopted on June 6 the importation from North America of glass and glassware of all kinds, and perfumery of all kinds (including perfumed spirits) is prohibited.

### FRANCE.

**TRADE OPPORTUNITIES.**—As a result of the third Lyon Sample Fair, the American consulate in that city furnished details as to 1,177 specified inquiries for American goods or agencies for American merchandise. These have been issued by the Bureau of Foreign and Domestic Commerce as Confidential Bulletin No. 35, copies of which may be obtained by American firms from the Bureau at Washington or its district and co-operative offices.

### FRENCH WEST INDIES.

**GOOD VANILLA CROP HARVESTED IN GUADELOUPE.**—Consul Henry T. Wilcox, Guadeloupe, July 16, says: The crop of vanilla which was harvested and cured during the first five months of 1918 proved to be the best that Guadeloupe has ever produced. The following table gives the figures for the exports of vanilla and vanillon during 1915, 1916, 1917, and the first six months of 1918:

Year.	Total Exports.		Exports to	
	Pounds.	Value.	United States.	Value.
1915.....	42,441	\$46,372	34,842	\$37,530
1916.....	69,401	68,382	51,370	44,971
1917.....	41,985	67,824	37,900	62,070
1918 (Jan. 1-June 30).....	.....	.....	69,652	112,067

Figures for the total exports of these products during the first half of 1918 are not available, but it is an established fact that almost all of the shipments went to the United States.

In spite of the exceptionally large crop prices for both green and cured beans did not fall below those paid during 1917, the average prices for both years having been 4 francs per kilo for green beans and 20 francs per kilo for well-cured beans. There were several new buyers in the field, and competition was keen.

Most of the exporters succeeded in shipping their goods before the War Trade Board prohibited the importation of vanilla from the West Indies, but two or three of them delayed too long and now have stocks on their hands. Esti-

(Continued on page 206.)

### THE MARKET.

#### Essential Oils, Aromatic Chemicals, Etc.

Peppermint and spearmint oils were advanced precipitously as the result of the withholding of offerings from producing centres in Michigan and other places in the Middle West. One leading house made sales at \$4.50 a pound on peppermint and \$4.25 a pound on spearmint, which is an advance of \$1.15 and 50 cents a pound respectively over prices previously in force. A report from the West said that several thousand pounds of peppermint had been sold at \$4.25 a pound, while 1,000 pounds of spearmint had been sold at \$4.25 delivered in drums. At the close of business leading New York essential oil houses pointed out that prices were purely on a nominal basis since no one was in a position to offer until growers in the West resumed offering.

The movement of essential oil products into consuming channels has been seasonably slack on the whole, but the market has not been devoid of interesting developments. Perhaps the most conspicuous feature was the decided advance in all of the leading Sicilian essences in the primary market as the result of the improvement in the foreign exchange situation on Italy which has created a better demand for Italian produce. At any rate advices from Messina on lemon, bergamot and orange oils have been decidedly bullish and a leading brand of lemon oil has been advanced to \$1.15@1.25 a pound in this market. Peppermint, spearmint, sandalwood, geraniums, wormseed, cassias, eucalyptus and natural and artificial sassafras oils have been the centre of interest in the general market and prices have been strongly maintained as a rule. The harvesting of the different kinds of herbs, flowers, etc., utilized in the distillation of essential oils has commenced in this country, while in European markets the harvesting is already drawing to a close. The annual game of hide and seek between peppermint growers and spot factors in peppermint and spearmint has again cropped out with the result that substantially higher prices have been established. The news from Paris indicates that the rose crop is abundant but that prices have reached a fabulous figure.

**ALMONDS.**—The strong position of peach kernel almonds is maintained with dealers quoting on the basis of 45 cents a pound owing to the continued scarcity of spot material. All other varieties are maintaining their firm position with bitter quoted at \$13@13.25 and F. P. A. at \$14.

**BERGAMOT.**—There has been a tendency among holders to raise their minimum views to \$5.60 a pound under the stimulus of the higher cables from abroad. However, the actual range of spot transactions remains at \$5.50@5.75.

**CASSIAS.**—Prices have been increased somewhat on the lead free and redistilled varieties which are now commanding \$2.60 and \$3.20 a pound, respectively. There is a steady demand for all grades of this oil and with stocks limited and holdings rather scattered the tone was generally firm.

**GERANIUMS.**—The strong position has not abated since reports from France indicate that Bourbon is being held at 62 francs per kilo under low stocks. New crop Algerian is also firmly held at 95 francs per 100 kilos. It is understood that as high as \$11 has been paid for African oils in this market.

**LEMON.**—Following the developments of a decidedly stronger situation in Messina there was an announcement of an increase in prices for Sanderson's lemon to \$1.15@1.25 a pound. In some quarters the inside price for bulk lemon oil has moved up to \$1.10, but \$1.05 will still buy it.

**PEPPERMINT.**—Further crop advices are awaited in peppermint oil pending which the situation is regarded as strong. The bulk price for peppermint is strong at \$4.25@4.50 a pound while redistilled and twice rectified have

(Continued on page 206.)

# PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

## ESSENTIAL OILS.

Almond, Bitter...per lb.	\$13.00-13.25	Orange bitter .....	1.85-2.00	Cumarin, natural .....	nominal
" F. P. A. ....	14.00	" sweet, Italian....	2.60-2.85	" artificial, dom ...	32.00-34.00
" Artificial .....	5.50-6.00	" sweet, West Ind.	1.80-2.00	" artificial, for....	—
" Sweet True.....	2.25	Origanum .....	.21-.25	Diphenylmethane .....	nominal
" Feach-Kernel ....	.45	Orris Root, concrete, for-	5.15-5.25	Diphenyloxide .....	5.00
Amber, Crude .....	2.25	eign .....	(oz.)	Ethyl Cinnamate .....	nominal
" Rectified .....	2.50	Orris Root, concrete, do-	4.50-5.00	Eucalyptol .....	1.40-1.50
Anise .....	1.10-1.25	mestic .....	(oz.)	Heliotropin, domestic....	5.75-6.00
" Lead free .....	1.20-1.25	Orris Root, absolute (oz.)	40.00-45.00	Eugenol .....	5.00-5.25
Aspic (spike) .....	.95-1.40	Parsley .....	8.00	Geraniol, domestic .....	5.00-5.25
Bay, Porto Rico .....	2.60-3.00	Patchouly .....	30.00	" foreign .....	—
Bergamot, 35-36% .....	5.50-5.75	Pennyroyal, American....	1.65-1.80	" from palma rose .....	—
Birch (Sweet) .....	2.75-2.85	" French.....	1.25-1.40	Geranyl Acetate .....	7.75-8.00
Birchar, Crude .....	—	Peppermint Oil .....	4.25-4.50	" foreign .....	nominal
" Rectified .....	2.25-2.50	" redistilled .....	—	Indol, C. P. .... (oz.)	nominal
Bois de Rose, Femelle....	5.00	" twice rectified .....	—	Iso-Butyl-Salicylate .....	nominal
Cade .....	1.10-1.15	Petit Grain, So. American.	3.50-3.75	Iso-Eugenol .....	8.50
Cajeput .....	.75-.85	" French.....	6.50-8.00	Linalol, from bois de rose.	6.50-7.00
Calamus .....	4.50	Pimento .....	2.95-3.10	Linalyl Acetate .....	—
Camphor, Jap., "white" .....	.23-.25	Pine Needles, from Pinus	2.25- —	" Benzoate .....	nominal
Cananga, Java .....	5.80	Sylvestris .....	2.25- —	Methyl Anthranilate .....	nom.-65.00
" Rectified.....	6.50-6.65	Rose, Bulgarian..... (oz.)	28.00	" Cinnamate .....	7.25
Caraway Seed .....	8.15-8.50	" French.....	25.00-28.00	" Septenone .....	10.00-12.00
Cardamom .....	27.50	Rosemary, French .....	1.00	" Heptene Carbon... ..	nominal
Carvol .....	15.00	" Spanish .....	.90-1.00	" Paracresol .....	16.00
Cassia, 75-80% Technical..	2.25-2.30	Rue .....	4.00-4.50	" Salicylate .....	.85-.95
" Lead Free .....	2.30-2.50	Sage .....	.425	Myrbane, rect. drums....	22-24
" Redistilled .....	2.75-3.00	Safral .....	.45	Musk Ambrette .....	90.00
Cedar Leaf .....	1.10-1.25	Sandalwood, East India..	13.25-13.50	" Ketone .....	50.00-55.00
" Wood .....	.20-.22	" West India... ..	nominal	" Xylene .....	35.00
Celery .....	20.00-22.00	Sassafras, artificial .....	.39-.40	Nonylic Alcohol .....	nominal
Cinnamon, Ceylon .....	20.00-22.00	" natural .....	2.10-2.15	Phenylacetaldehyde .....	70.00
Citronella, Ceylon .....	.51-.53	Savin, French .....	6.00-6.50	Phenylethyl Alcohol .....	45.00
" Java .....	.75-.85	Snake Root .....	20.00-22.00	Phenylacetic Acid .....	nominal
Cloves, Zanzibar .....	3.25-3.35	Spearmint .....	.425	Rhodinol, domestic .....	nominal
" Bourbon .....	4.00-4.10	Spruce .....	1.20-1.25	" foreign .....	25.00- —
Copaiba .....	1.05-1.10	Tansy .....	3.50-3.75	Skatol, C. P. .... (oz.)	nominal
Coriander .....	22.00-22.50	Thyme, French, red .....	1.80-1.90	Terpineol C. P. ....	.90-1.00
Croton .....	1.35	" " white .....	2.00-2.10	Terpinyl Acetate .....	3.25- —
Cubebs .....	7.00-8.00	" Spanish, red.....	1.80-1.90	Thymol .....	13.75-14.00
Cumin .....	10.00	Vetivert Bourbon .....	18.00	Vanillin .....	.85-.90
Erigeron .....	2.25-2.50	Wintergreen, (genuine	4.75-5.00	Violet, Artificial .....	10.00-12.00
Eucalyptus, Australian, 70%	.60-.65	gaultheria) .....	12.00		
Fennel, Sweet .....	3.75-4.00	Wormseed .....	.475		
Geranium, African .....	9.00-9.50	Wormwood .....	12.00-15.00		
" Bourbon .....	8.75-9.00	Ylang-Ylang, Bourbon .....	26.00-28.00		
" Turkish (palma		" Manila.....			
rosa) .....	4.50-4.75				
Ginger .....	8.00-8.25				
Gingergrass .....	3.25				
Guaiac (Wood) .....	6.00-6.25				
Hemlock .....	1.20-1.35				
Juniper Berries, Rectified...	12.00-12.25				
Lavender, English .....	24.00				
" Fleurs .....	5.25-5.50				
" Spanish .....	1.10-1.20				
Lemon .....	1.10-1.25				
Lemongrass .....	1.40-1.50				
Limes, distilled .....	2.00-2.10				
" expressed .....	5.25-5.50				
Linaloe .....	2.95-3.00				
Mace, distilled .....	2.30-2.50				
Mustard, genuine .....	32.00-34.00				
" artificial .....	20.00-21.00				
Neroli, petale .....	60.00-90.00				
" artificial .....	18.50				
Nutmeg .....	2.40-2.50				
Opoponax .....	nominal				

## AROMATIC CHEMICALS.

Acetophenone .....	nominal
Amyl Salicylate, dom....	2.75-3.50
" for.....	7.00-8.00
Anethol .....	2.50-2.75
Anisic Aldehyde .....	6.25-6.50
Benzaldehyde, domestic....	4.25- —
" F. F. C. ....	5.50-5.75
Benzyl Acetate, domestic..	5.00-5.50
" foreign....	nominal
" Alcohol .....	5.75- —
" Benzoate .....	10.00-11.00
Borneol .....	4.00
Bornylacetate .....	5.50- —
Bromostyrol .....	nominal
Cinnamic Acid .....	nominal
" Alcohol .....	45.00- —
" Aldehyde .....	3.75-4.00
Citral .....	3.50-3.75
" C. P. ....	3.75
Citronellol, domestic....	nom.-24.00
" foreign .....	30.00- —

## BEANS.

Tonka Beans, Angostura..	.90-1.00
" Para .....	.65-.70
Vanilla Beans, Mexican...	4.50-6.00
" Cut .....	3.00-3.50
" " Cut .....	2.10@2.15
" " Bourbon .....	2.20@2.15
" Tahiti .....	1.35-1.50

## SUNDRIES.

Alcohol, cologne spirits,	5.00-5.10
gallon .....	
Ambergris, black .... (oz.)	12.00-15.00
" gray .....	25.00-28.00
Chalk precipitated .....	.05-10
Civet, horns .....	2.75-3.00
Lanolin .....	.39-.55
Menthol .....	3.35-3.40
Musk, Cab, pods.... (oz.)	
" grains .....	25.00-28.00
" Tonquin, pods. " .....	25.00-28.00
" grains .....	35.00-40.00
Orris Root, Florentine,	
whole .....	24-25
Orris Root, powd. and gran	27-28
Rice starch .....	24½
Talc, Italian..... (ton)	nominal
" French .....	nominal
" Domestic .....	15.00-22.00



## THE MARKET.

(Continued from page 204.)

risen proportionately. The demand for peppermint and spearmint from chewing gum manufacturers is expected to reach large proportions.

**WORMSEED.**—Stocks are only nominal on the spot and the price has risen again to \$12 minimum.

## Aromatic Perfumery Materials.

A comparatively quiet and uninteresting market has been reported during the interval under review. Federal control of toluol, alcohol and other products utilized by manufacturers has been the subject of increasing comment. Price changes were generally lacking however.

## Vanilla Beans.

Importers of vanilla beans see a ray of hope for increased marketability of their product in a recent ruling of the Supreme Court of Missouri to the effect that manufacturers of ice cream must discontinue the manufacture of all flavors of ice cream excepting vanilla. There is a feeling in some vanilla bean circles that this ruling may be made universal all over the country, in which event the market would benefit substantially.

Business generally in the vanilla bean markets has been far from active during the interval under review. In fact there have been numerous complaints regarding the slackness of the season so much so that one leading distributor points to the fact that contracts which should have been entirely taken up by September will run well into the New Year and perhaps beyond.

There has been a comparatively steady undertone throughout the market, but quoted prices have been subjected to shading when bulk transactions have figured. The situation as applied to Mexican beans has not changed materially excepting that Mexican curers have sent applications for export permits from Mexico. It is understood that holders in Mexico are inclined to ship their goods here on consignment, but it has not yet been definitely established that import permits will be granted.

Developments of an interesting character are promised in the market for Bourbon vanilla beans as there has been a marked cessation in the import movement of late. The views of holders in the Marseilles market have become decidedly firmer as stocks have been pretty well cleared in the French markets as well as goods in en route movements to Marseilles.

There have been no new noteworthy developments in the South American or Tahiti type of vanilla beans.

## FOREIGN CORRESPONDENCE.

(Continued from page 204.)

mates as to the quantity of cured beans now in Guadeloupe vary widely, but it is very probable that the total does not exceed 18,000 pounds.

## GREAT BRITAIN.

**VANILLA EMBARGO.**—The export of vanillin, vanilla and vanilla pods by order of Council of July 2 is prohibited to all destinations.

## GREECE.

**FORECAST OF OLIVE CROP IN WESTERN GREECE.**—Consul A. B. Cooke, Patras, June 4, says: "Reports indicate that throughout the olive-producing districts the trees have flowered heavily and that the young fruit has set well. It is too early to make any definite estimate of the coming crop; but if the weather is even fairly favorable through the summer it is estimated that the olive crop will be considerably heavier than in 1917. There is a great scarcity of olive oil on the domestic market, despite the fair olive crop of 1917, with consequent high prices. The ordinary grade of olive oil, which sold on the wholesale market in 1916 for 15 cents a pound and in 1917 for 24 cents a pound, is now 31 cents a pound wholesale, and practically none offering."

## HONDURAS REPUBLIC.

**SOAP TRADE CONDITIONS.**—The British Vice Consul at Amapala in a recent report gives the United States credit for holding a predominant position in trade with the republic of Honduras. In a lengthy report these items are found:

**MATERIALS FOR SOAP AND CANDLEMAKING.**—Stearine, resin paraffin wax of 128 to 130 strength, tallow and caustic soda are imported by the local factories. The United States is the sole supplier, as British prices are too high.

**CANDLES.**—Belgium was the pre-war supplier of cheap candles, which now come almost entirely from the United States. Candles made in the country from imported material are of excellent quality and sell well. Although oil and electricity are used extensively for lighting purposes, yet the working classes still retain their preference for candle light. British candles were formerly sold in Honduras, and the line should be pushed. Tropical brands made of stearine are required. These pay a duty of 8 cents (1½d.) per lb., whereas pure wax candles are taxed at 50 cents (10d.) per lb.; the latter are, however, imported for religious use only.

**SOAPS.**—Cheap toilet soaps are imported from the United States, Germany and Nicaragua. Local soap factories supply a poor article, very wasteful, which, however, commands a considerable sale at 2d. per tablet; the Nicaragua soap sells at 10d. per 1 lb. bar. Highly scented American soap is sold at 5d. per cake. An opening offers for British toilet, carbolic, and washing soaps.

## JAMAICA.

**IMPORT PROHIBITIONS.**—In accordance with the policy of other British West Indian colonies Jamaica has prohibited the import of perfumery of all kinds, including perfumed spirits, from July 25, except when imported under license given by the Governor.

## LEEWARD ISLANDS.

**PERFUMERY IMPORTS PROHIBITED.**—The British Embassy has sent an announcement, under date of July 10, that perfumery is prohibited to be imported into the Leeward Islands by steamer clearing for Antigua from July 1, 1918, except under license from the colonial secretary.

## SPAIN.

**OLIVE OIL.**—During the first six months of 1918 the declared value of exports from Malaga to the United States amounted to \$441,503, as against \$2,861,037 for the same period of 1917, representing a loss of \$2,419,534. This pronounced falling off in the value of exports has resulted from the Spanish embargo on shipments of olive oil, which continued in force until April. Then when this was removed the prohibition of importation of olive oil into the United States went into effect. The result was that no oil was shipped to American customers in the first six months of 1918, as against \$2,361,305 in the first half of 1917.

**TO EXPORT OLIVE OIL.**—A royal decree of August 13 authorizes, in addition to special permits previously granted, the export before January 1 next of 20,000,000 kilos (kilo, 2.2046 pounds) of olive oil, one-half being allotted to North and South America. An export duty of 30 pesetas (normal 19.3 cents) per 100 kilos will be collected before shipment.





### PRICE OF GLYCERINE FIXED.

Below is given our correspondent's report from Washington regarding the fixing of the price of glycerine. In our Washington budget on page 187 will be found additional information of interest to soap makers in relation to the fats and oil trades. As to glycerine our correspondent says:

WASHINGTON, Aug. 17.—The price of glycerine has been fixed by agreement between the government and the trade, it is announced, and arrangements have been made at a recent meeting here to supply the allied needs at the fixed prices. There was a meeting at the Food Administration Building in Washington of the Soap and Candle War Committee, after which the following was given out by Secretary N. N. Dalton:

The committee, at the request of Mr. C. W. Merrill, of the Food Administration, agreed to furnish the Allied requirements of dynamite glycerine for the balance of the year 1918 estimated at 7,000 long tons at a price of 60 cents in August and September, 58 cents in October and November, and 56 cents in December, f. o. b. production points in drums, deliveries to be divided into quotas of approximately one-third for each of the three periods. The following resolution was adopted:

Moved and seconded that the soap and candle industries produce and sell to the Government for its and Allied needs, 7,000 long tons of dynamite glycerine on the basis of Mr. Merrill's recommendation as follows:

The first third to be delivered before October 1, 1918, at the price of 60 cents per pound, f. o. b. point of production, drums included.

The second third to be delivered by December 1 at 58 cents per pound, same basis.

The last third to be delivered by January 1, 1919, at the price of 56 cents per pound, same basis.

It is recommended that the Government use such efforts as it reasonably can to secure the return of the empty drums, as otherwise a drum shortage is inevitable.

It is also suggested to the Government that other buyers taking the glycerine for Government use, either directly or indirectly, such as du Pont, take their pro rata requirements as near as may be on the basis of the above-mentioned prices and deliveries.

It is also recommended that the Government take into consideration for such action as it may deem best to take, the importation of South American tallow and Oriental oils.

Mr. Merrill requested the buyers of dynamite glycerine to make their purchases during the balance of this year at the above basis of prices. Therefore it is the suggestion of Mr. Merrill that sellers of dynamite glycerine maintain the above prices in making sales to domestic consumers.

It is assumed by the Food Administration and the Soap and Candle War Committee that the price of crude glycerine and chemically pure glycerine will be stabilized by market conditions to a basis conforming to the prices above-mentioned for dynamite glycerine.

It is recommended by the Food Administration and by the Soap and Candle War Committee that all soap makers who are making soaps containing more than 1 per cent.

glycerine take immediate steps to procure as complete as practicable a removal of glycerine from same.

The price agreement was entered into for the manufacturers by the Soap and Candle War Committee which held its first meeting at the Food Administration, June 3. This committee was appointed by the trade and its personnel is as follows:

Sidney M. Colgate, of Colgate & Co., New York, chairman; Samuel S. Fels, of Fels & Co., Philadelphia; W. E. McCaw, of Proctor & Gamble, Cincinnati; W. O. Thompson, of N. K. Fairbanks Co., Chicago; L. H. Waltke, of William Waltke & Co., St. Louis; N. N. Dalton, of Peet Brothers Manufacturing Co., Kansas City; Sidney Kirkman, of Kirkman & Son, Brooklyn, and George B. Wilson, of the Globe Soap Co., Cincinnati, ex-officio chairman.

### Stabilizes Glycerine Industry Prices.

A member of the Soap Committee said:

"A stabilization of the entire glycerine and glycerine by-products industries has been attained through the fixing of prices for dynamite glycerine by gentlemen's agreement between soap makers and the United States Food Administration.

"Through a huge deal involving the sale of 7,000 tons or 15,500,000 pounds of dynamite glycerine to Great Britain and Italy deliveries to run in equal installments during the next five months at 60 cents a pound for August-September delivery; 58 cents for October-November delivery and 56 cents for December delivery, prices for all future glycerine bought by the Allies in this country and for the big consumers in the United States, such as the Du Pont's, Hercules, Aetna, etc., have been virtually fixed.

"The prices, which were agreed upon as the result of the soap manufacturers releasing sufficient quantities of crude glycerine, will insure sufficient supplies of dynamite for cordite manufacture at the prices mentioned. No great difficulty should be experienced by the leading manufacturers of dynamite in supplying the demands which will arise from export and domestic sources during the balance of the year, as prior to the sale of 6,000 tons to Great Britain and 1,000 tons to Italy it had been estimated that the requirements of the Allies would approach 20,000,000 pounds before the end of the year. However, it must be remembered that Canada may place large additional orders in this market and these may be incidental in swelling the total requirements to the original figure.

"The immediate result of the fixing of prices for dynamite glycerine in this country was to effectively remove practically all speculative influence from the market. Under the sliding scale of prices which has been officially approved by Washington, prices for chemically pure and crude varieties of glycerine have adjusted themselves to the valuations prevailing on the dynamite variety. The refiners of chemically pure are now offering at 61@62 cents a pound in drums and second hands are reported to have been accepting 60 cents a pound. Sales of crude glycerine are going through at substantially lower prices as low as 37½ to 40 cents being named on soap lye 80 per cent. loose and 41½@42½ cents on saponification 88 per cent. loose basis.

"At first blush there was considerable hesitancy on the part of soap manufacturers in parting with their crude glycerine at anything like what the refiners were willing

to pay under Government control. All opposition on their part to accept low bids on crudes was effectively swept aside, however, through the knowledge that refiners have been urged by the Government to report at once any opposition from soap makers in accepting low priced bids on crude so that the necessary steps to insure a free movement of crudes into refining circles could be taken by the Government.

"In addition to its price fixing program on dynamite the Government has urged the greatest degree of economy possible in the distribution of chemically pure glycerine and has cautioned all soap makers to cut out glycerine contents in soap for the duration of the war. It is known that a three months' supply of dynamite variety glycerine is constantly being reserved by the leading explosive manufacturing companies who operate for Government account. However, the conservation of all inedible fats and other animal products as a war measure against waste of glycerine fats in particular and other animal oils is urged by Food Administration officials who point out that it is not a question of getting fats to make glycerine but the making of glycerine and the disposal of the accompanying products, such as soap. There is a shortage of storage capacity at the plants and consequently a market must be provided for by-products which were the principal products before the war which if otherwise not done would result in just so much economic waste.

"A further effort to facilitate the importation of glycerine into this country through a ruling of the War Trade Board which says that applicants for licenses to export caustic soda who show that they have imported since February 1, 1918, or will agree, subject to certain conditions prescribed by the War Trade Board, to import glycerine into the United States for consumption therein from the country to which the caustic soda is to be exported, will be given special consideration, provided applications are made on regular Form X with Supplemental Information Sheet Form X-9, July 16, 1918, duly executed and attached thereto.

"With the situation in glycerine thus under Federal control, the hey day of speculation has passed and from now on all sales will be under close supervision."

#### CAUSTIC SODA REGULATIONS.

The War Industries Board and the War Trade Board jointly announced on July 24 new rules and regulations with respect to the sale for export, and the exportation of caustic soda. Beginning August 1, manufacturers of caustic soda can not enter into any contract with any person in the United States for the purpose of exporting it, unless and until advised by the prospective purchaser that a United States export license has been duly obtained and the number thereof is furnished.

Manufacturers can not sell after that date caustic soda for domestic consumption unless the purchaser agrees not to export same nor to sell same for export, and if it is resold in the domestic market, to exact a similar agreement from each and every subsequent purchaser. After August 1, the War Trade Board will not license for exportation caustic soda to any destination until the applicant has filed a statement showing either:

(a) That on August 1, 1918, the applicant did not own or have any interest in any contracts for the sale of caustic soda to be exported from the United States; or

(b) A list of all contracts with purchasers abroad existing on August 1, 1918, for the exportation of caustic soda which had not been exported on that date, showing, (a) the names of purchasers abroad, or consignees; (b) the dates of the contracts; (c) the quantities; (d) the price paid or contracted to be paid therefor; and, (e) if the applicant on August 1, 1918, owned or had any interest in the title to the caustic soda to be exported, the place or places of storage on or about that date, or if in transit on August 1, 1918, from an inland point within the United States, the date of shipment from such point and port of exit in the United States to which such shipment was destined.

After August 1, 1918, applicants for licenses to export caustic soda also are required to state whether they have acquired any title or interest in the caustic soda which it is proposed to be exported, and if the caustic soda is in

existence, the place of storage in the United States, and to agree that in the event an export license is granted, not to ship or permit to be shipped under such license any other caustic soda than that specified in the application.

#### SOAP SPECIFICATIONS AGREED UPON.

Specifications for soap for the army have been submitted by the Quartermaster Corps, have been vised by the War Service Committee representing the soap manufacturers, approved by B. E. Reuter, chief of the Fats and Oils Division of the U. S. Food Administration, and have been passed along to the Bureau of Standards. When approved by the Bureau of Standards they will be made public.

The War Industries Board and the Federal Food Administration have been co-operating in conference with the War Service Committee of the soap manufacturers to curtail the consumption of rosin in soap manufacture. The principle is this: When soap is made out of fats, glycerine is had as a by-product. When soap is made out of rosin the glycerine is not had. There is also this point to be considered, according to the view of the war work officials—it will create a surplus of rosin if the soap manufacturers stop using rosin in soap.

Much helpful work was accomplished at the soap conference in the U. S. Food Administration recently.

H. J. Carrell, representing the War Industries Board, gave an interesting talk on caustic soda, and M. Zabriski of the Sugar Division of the Food Administration discussed the sugar situation as affecting the soap manufacturers. Dr. I. M. Ittner, of the Colgate Company, joined in the conference.

#### GLYCERINE SITUATION IS PROMISING.

Suggestions for an "animal engineer" made by Dean W. Horace Hoskins, of the Veterinary College, New York University, are not receiving much encouragement from government officials. Dean Hoskins would have the government conserve inedible fats and other animal products as a war measure against waste of glycerine fats in particular and other animal oils. Officials in the Food Administration, War Industries Board and elsewhere in the war work establishments explain that it is not a question of getting fats to make glycerine, but the making of glycerine and disposing of the accompanying products, such as soap. They point out that there is a shortage of storage capacity at the plants, and that in the manufacture of glycerine the other materials have to be used up and a market provided for the by-products which were the principal products before the war, or else there will be just so much economic waste. The situation in regard to glycerine is now very promising, they say, and no alarm need be felt if the industry continues to co-operate as it has been doing.

#### Exportation of Cottonseed Oil.

The War Trade Board announces that it will consider applications for the exportation of cottonseed oil. Applicants should file their applications on Form X. Licenses issued under this ruling will expire on October 1, 1918. As applications for renewals of expired licenses issued under this ruling may not be granted, exporters should take every precaution to insure that the cottonseed oil is exported (W. T. B. R. 152, June 29, 1918) prior to October 1, 1918.

#### No Glycerine in U. S. Army Soap.

To save glycerine for use in manufacturing explosives and sugar for the civilian population and the army, the War Department announced on July 25 that these articles no longer would be used in the manufacture of soap for the army.

#### Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

## VALUATION OF WASHING-MEDIA

By Dr. Otto Rohn, in *Der Seifenfabrikant*, February 6, 1918

Soap, as recognized, is at present the most perfect washing-medium and perhaps will remain so. In any case, it will never be possible to replace it by any other medium, and the man of our modern civilization cannot dispense with it for any length of time. To supplement its action and to make it last longer, it had already been used with additions of soda, potash, waterglass, borax, ammonia and bleaching-media, but during this war those extension media and others assumed the task of replacing soap entirely. The only extension soaps resembling fat containing washing-media today, are those created by order of the War Council for oils and fats: the K:A soap and the K:A soap-powder. But a multitude of products were brought on the market as soap-substitutes, which all were more or less fancy mixtures of known soapless washing-media, sometimes containing bleaching and frothing substances. The price for the products of the War Council are fixed, but for all other media, the determination of prices was left in first place to the manufacturer.

It is natural that each manufacturer of fatless washing media assumes that his products possess a special high value, and so with the general scarcity, it could not fail, that prices were asked, for which there was no justification. Earlier it was left in general to the consumer to form a judgment on the quality of the goods, and it can be said, that after all the public found out very soon what was good and what was bad. But during this war, with the great offer of new media, it was unavoidable that the judging should be taken in hand by one central body, and the War Council, for oil and fats was commissioned to undertake this task. It was told to see, if the effect of the washing medium is in proper relation to its price, and as harmful media soon appeared on the market, it became also its task to examine, besides the washing action, also the effect of that action on the fiber of the material. This task required the establishment of so-called washing-values, or "inner" values of the new washing-media.

It may be permitted to ask first the question: What the meaning is of the word "washing-value?" I have found nowhere any definition for it. Do they, who created that term, clearly know what that term should mean?

In my opinion the washing-value of a washing-medium has to be derived from two effects, first from the cleansing—and second from the harmful—effects. Each real washing medium has a cleansing effect, but most of them possess also an action injurious to the fiber. The cleansing action is a positive value, the injurious action is a negative value. The washing-value has, therefore, to be the result by subtracting the injurious action from the cleansing one, and starting with this reasoning, we arrive at the requirement that those actions have to be expressed by numeral values. This leads us nearer to the definition of the washing-values, which has to be a numeral value, expressing the value of the washing medium, exactly as, e. g., the illumination value or the heating-value is the numeral value which expresses the value of a combustion gas. This requirement is necessary, because each computation demands absolute values, and because without figures no prices could be computed, but estimated only, and estimating is, as is known, rather subjective and could fail. Hence, it is the task of the chemist to determine the cleansing, as well as injurious

actions by figures, and also to lay down rules, numerically expressed, for the ratio which should be between these two effects.

It sounds like a paradox, but it is a fact, that the chemists attempt to determine the inner-value of the new washing media, and yet, *horrible dictu*, the washing value of the oldest washing media, soap, soda and waterglass have not, up to the present, been determined.

A glance at the professional literature will show that the scientists also have not yet agreed on the action of water-glass upon the fiber. It would be, therefore, not an unreasonable demand if the makers of new washing media should require that the washing-value of the old washing-media, soap, soda, waterglass and perhaps of K:A soap-powder should first be determined. The question of if and how this is possible shall be investigated by the following reasoning:

As in the washing process the cleansing and injurious action run parallel, it seems possible to obtain in one and the same experiment figures for the cleansing as well as the injurious action. The next question is how to make those washing-tests. Laboratory tests have to be excluded, because in practical laundering various factors enter, which on a small scale cannot be imitated, especially such as mechanical influences, float-length and the influence of air-containing water vapors, which have an injurious action when alkaline solutions are used in washing. Further hand-laundering tests have to be excluded, because they cannot be repeated with the required uniformity. There remains only the washing machine. A machine would have to be selected of a certain size and having the steady equal number of rotations, and by experiments would have to be determined the minimum quantity of soap absolutely required for a certain amount of linen for thoroughly cleansing it, and what is the extent of deterioration the fiber suffers by that process. As we will see later on, very many tests are necessary, and, therefore, for economy's sake, not all of the linen washed in the machine can be entirely new, and together with old linen only one new piece is laundered. The tests will have to be made with different soap quantities, and with these we come to two uncertain factors, namely, the not constant dirt-degree of the linen and the subjective judging of the cleansed linen. Let us assume that if all goes well, after five washing tests the soap quantity required will have been determined. As experience shows the earliest moment that the effects injurious to the fiber become clearly observable is after about 20 tests, thus 20 launderings with the found soap quantity have then to be made, and the numerical value of the fibre deterioration will have to be established for the new piece of linen—washed among the old linen. The necessity to determine these figures for different kinds of linen, as body linen, collars, handkerchiefs, table linen, blood linen, cannot be avoided, as different quantities of washing-media are required. Thus, we have  $5 \times 25 = 125$  tests and, moreover, those important figures cannot be based on serial tests, a repetition is necessary, and that again demands  $5 \times 20 = 100$ , thus together 225 tests. Should now another expert make the same tests, independent of the first, without doubt he will obtain other figures, as the degree of soiling is never the same, and the judging of the cleanness of linen is entirely subjective. If the washing methods using two washing-media, e. g., soap and



soda, have to be tested, the difficulties increase twofold, and with it also the number of required tests. I will now set forward the following questions:

1. Who guarantees that the 225 or 450 soilings proceed uniformly, and that by chance there is not one among the number, which overthrows a whole series?

2. Who has the time to undertake the numerous launderings, which for one washing-medium, inclusive of soiling, would require about one year, and who will take the responsibility to make the tests so that there is no objection possible?

3. Does someone believe that by this means uniform figures can be obtained regarding the cleansing and the injurious action?

4. How shall the injurious action be treated in computation, in respect to the cleansing action?

5. Does somebody consider as practicable the plan to undertake the examination of washing-media, the results of which could only be awaited after years?

Those few questions show that it is a matter of impossibility to determine numerically the so-called "inner" value of a washing-medium, so that it could serve as a basis for fixing the price. This impossibility finds also its involuntary comical expression in an article, which appears to be "semi-official," signed B. F., published in the "Seifenfabrikant," Feb. 12, 1917, in which the idea is put forward that it is a matter of the manufacturers to prove to the supervising authorities the value of their wares (products). It is evident that a supervising authority has to know the means and ways of controlling things, otherwise this authority becomes the object of ridicule. It can easily be seen where such a system could lead, if the maker is unsuccessful in convincing the expert—of the controlling authority—of the value of his products, and this value in reality exists, and may have been recognized by other examiners and still dispute on many things, which by practical men. Experience has taught that scientific experts differ have long been recognized and agreed upon.

It would be beautiful, if it would be possible, to fix numerically the so-called "inner" value, but this is as little possible, as it is possible to determine the "inner" value of goose-meat in respect to beef, or the "inner" value of a fine leather glove in respect to a cotton glove, or of a Daimler auto in respect to an Opel auto. Therefore, the problem will have to be dealt with in another way and in principle will have to revert to the practice as it was customary in peace times. A new so-called washing medium will have at first to be analyzed. If it consists only of a mixture of well-known washing media, as soap + soda + waterglass, nobody will object, if the value is computed from the composition found in the analysis. However, should it contain substances whose washing-effect is not yet known, this washing action will have to be determined first qualitatively in the laboratory, for which purpose the apparatus by Schiewe and Stiepel suits perfectly, particularly if the apparatus can be heated. Especially correct, appears to me, the chief principle from which Schiewe and Stiepel started, i. e., to exclude as much as possible all other influences and let the solution of the washing-medium act alone in the water. However, I do not consider as suitable the soiling chosen by Schiewe and Stiepel; it should conform more to the composition of the real dirt of linen and is not necessarily different for different washing media; rather one and the same washing medium should be tested in respect to different kinds of soilings. In such tests it will often be possible to establish approximate figures of comparison. Those tests could also be accompanied by some practical washing-tests. Anybody who understands something of practical laundering would easily be able to tell if there is a washing action or not. If this question answered in the affirmative, the next question is the eventual deterioration of the fibre, on the determination of which there is nothing to say in particular. If a deterioration of fiber takes place, it means that the value of the washing medium is considerably impaired by it. Further, washing media are generally applied in great excess, exactly as is the case with lubricants, and, therefore, if their action is injurious to the fiber, forbode a great danger, if washing media should in any case, even if they are only moderate injurious, be applied properly diluted. Well managed establishments,

greater laundries, can reduce this danger to a very great degree, but they cannot eliminate it. In homes, households, a lessening of the danger is practically excluded, as there has always to be counted with a use of more material than is theoretically necessary, and with a lack of proper supervision. An absolutely harmless medium, which can be used in excess without danger, would, therefore, be of great value. For all such new media the cost price of manufacture is the only basis of a selling price—anything else is impossible after what has been said above.

If this axiom cannot be recognized, then it means that under circumstances new and good washing media would simply be suppressed, which under the present conditions of scarcity in good products is still less possible than in peace time. It is clear that the prices of really new media have to include greater items for amortization and similar expenses than would be necessary for old media made in old installations well written off. Further, the inventor's profit has also to be considered.

The chemist has, therefore, to restrict himself in principle to the analysis, supplement it for new washing-media through the quantitative determination of washing-effect and exactly investigate any eventual deterioration of fiber, so as to be able to state the percentage strength in solution with which in practice can be worked without injury. The rest can be left to the practice, which in time will find out what is worth the purchase price and what is not. Too much organization is of evil; the world-war gives in that regard a good example.

#### FAT FROM PLANKTON.

The Danish scientist, Dr. C. Wesenberg-Lund, in his constant search for new sources of fat, which could be used as human food, came to the conclusion that the drifting population of the sea and of sweet water, designated by the collective name of Plankton, is extraordinarily rich in fat. He states that fat occupies in those small organisms of the water the same place as starch in the land-plants. Man has already used the fat-content of this drifting sea-life, though, however, only indirectly: fishes and whales live on plankton. Industrially the task would be to strain or colander the plankton, which at certain times of the year are found in infinitely great quantities in many places of the sea, exactly in the same way as the whale does it by means of its whalebone and then to treat the raw material for fat. This Danish scientist has made experiments in that respect and he reports in "Naturens verden" that his experiments gave such encouraging results that their continuation seems to hold out great promises.—*Der Seifenfabrikant*, Feb. 6, 1918.

#### No Government Rewards for Potash Discoveries.

The government has offered no reward to the discoverer of deposits of soluble potash. When it is realized that soluble potash is now selling in the United States for ten times the price asked for it before the outbreak of the European war, and that no more than one-twentieth of the amount commonly used before the war is now produced in this country, it will be seen that the government has no need to offer a reward. The discovery of commercial amounts of soluble potash is its own reward.

#### For Manufacturing Soap-like Detergents.

W. Feldenheimer, London. Eng. Pat. 106,423. Lyes or mixtures of lyes and curds (particles of soap contained in the lyes), which have been separated from soap during the boiling process, are treated with ground "maize-cones" (about 15 per cent) while at a temperature of 80 to 90 degrees C., and the mixture is heated to boiling point and allowed to cool. China-clay (about 15 per cent) may also be added with the ground maize-cones.



# ANNUAL REPORT ON FATS, OILS AND WAXES FOR YEAR 1916\*

By Prof. Dr. W. HERBIG, Chemnitz

(Continued from Page 180, July, 1918)

## III. Splitting of Fats.

In the Austrian Patent No. 71425, entitled "Process for the splitting of fats and oils," Balthazar Ebenezer Reuter, of Chicago, used organic sulphonic acid in such a way, that the work is done in several steps, each time reducing the quantity of the splitting medium, and thus a smaller quantity of the splitting medium is used, than would be required for the whole process. After each step the glycerine-water is drawn off and replaced by fresh water. This method of working is said to give a higher degree of splitting and also it is said that a lighter color is obtained for the fatty acids. P. A. Barbé, G. de Paoli, F. Garelli and the Société Ammonia Italiana, working after the French Patent No. 476470, obtain the separation of the fatty acids from the glycerine-water, the autoclave splitting by means of small quantities of ammonia or ammonia-soap, which acts as catalyst. The fat enters the autoclave, mixed with an addition of 0.5 to 0.7% of ammonia and is split during 8 to 10 hours at 7 to 9 atmospheres pressure, which pressure is lowered to 2 atmospheres towards the end of the operation. The mass separates into three layers, one lower containing the glycerine-water, one middle-layer, the ammonia-soap layer, about 1/10 of the treated fat, and an upper layer of fatty acids. The ammonia-soap is returned into the autoclave for the next splitting operation. The glycerine-water is very pure, and the glycerine distilled from it is said to contain about 0.3% of ashes.

## IV. Manufacture of Soap.

(a) General, historical, etc. K. Löffl, referring to earlier publications of Krebitz, discussed the making and consumption of soap in the larger countries of the world. The order of the Federal Council of Nov. 8, 1915, and January 6, 1916, concerning the embargo on fats and oil, had far going results, causing representations to be made by business associations, e. g., that made by the German Laundry Union. Also the Association of Soap Manufacturers of Central Germany outlined its position to that order in its general meeting at Leipzig, on January 26, 1916. W. Kind deals with the wear and tear of linen caused by the shortage of soap, whereby the influence of the chemical and mechanical treatment on wear and tear, and especially the effect of water-glass, is emphasized. Kind advises for the purpose of reducing as much as possible the mechanical treatment—the use of perborate and finally discusses the soap-powder swindle. O. Bärminger in an article on the computation of yield of soaps, pointed out as wrong the general assumption, that for a correct determination of yield it is sufficient to know in the fatty material used: the proportion of fatty-acids to neutral fat, and the fatty acid hydrate content of the soap. B. Leuher and M. V. R. Buell tested the surface tension of sodiumoleate solutions in regard to air, oil of turpentine, cottonseed oil, benzol, etc. In regard to air the surface tension increased with a falling concentration, in other cases the surface tension of concentrated solutions was lower than in diluted solutions (?).

Also in regard to the emulsifying capacity of the sodium

oleate solution, in respect to the above named substances, the behavior was dependent on the concentration and the temperature. J. G. Elledge and J. J. Isherwood determined the surface tension of soap solutions having 0.05 to 0.25% concentration and also that of equivalent solutions of trisodium-phosphate, sodium-hydroxide and sodium-bicarbonate. In regard to the chemistry of the washing process, it showed that solutions having the highest drop-value (the measurements were made after the drop method in kerosene oil) also possess the highest washing power, for the measurement of this the passing of lampblack through filtering paper was used.

The washing effect of a soap solution is the greater, the more alkali has been added to it. A good reference in this respect is to be found in the chapter "The viscosity of colloids," by Wolfg. Ostwald in the book called, "The World of Neglected Dimensions" (Die Welt der vernachlässigten dimensionen). In an article on soaps and their washing effect, George Buchner considered the nature of soap solutions as colloids. The ions of the water split the soap into fatty acids and alkali, so that an acid—and an alkali—soap is formed. Hence, a soap solution is a poly-phase colloidal system in which the divers phases would be represented by acid and alkali soaps. The electrical diversity of these phases (the acid soap contains negative charges) and the matters to be washed off are said to be the deeper cause of the formation of absorption compounds between soap and dirt particles (soot); the experiments of Spring in that regard are especially pointed out.

According to Spring the action of washing with soap, therefore, reposes on the formation of absorption-compounds between the soap colloids and the dirt particles to be washed off. Contrary to what had been assumed formerly, that soap solutions possess a higher surface tension than water, it is said today that the opposite takes place. Soap lowers the surface tension of water, but increases its viscosity. It is said that this causes a more intensive wetting and spreading on the material to be cleaned, it also causes penetration into the pores, or hollow spaces, the cuticula of the tissues are softened, dried substances swell up, get into a condition where they can be rinsed off, they form with the soap-colloids absorption-compounds and the soap-lather with its great surface is said to promote the washing off of those absorption compounds.

The writers, in the comparative washing-experiments made with the washing-apparatus of S. Schiewe and C. Stiepel, divide the washing-media to be tested into four groups. The first group soap and soap-substitute preparations should be capable of removing fully and easily dirty mineral-oil spots from woolen materials. The second group should be able to completely remove greasy dirt of an acid character. The third group should increase the washing power of pure water in respect to dirt containing little grease or no grease at all by forming emulsions. The fourth group, finally, should contain substances, which can be used because of their physical qualities for the removal of grease (fat) free dirt. The apparatus itself, used by the writers in their washing experiments, consists of a glass cylinder of 3 liters capacity, which has a cover that can be screwed on. To this cover is fitted an agitator, which puts into motion a frame having a linen tissue stretched over it in the shape of a cylinder

\* Transl. from *Der Seifenfabrikant*, Feb. 13, 1918.

mantle. On to this tissue are put, by means of a brush, the various dirt mixtures according to the group to be tested. The determination of the strength of washed tissues and the action of the washing media on the fiber has repeatedly been discussed in the professional literature, as by Leimdorfer, Lucksch, Leithof and Kind, Feudler and Frank. A. Grün and Jos. Jungmann point out in similar researches, that the results of one and the same observer, on one and the same tissue are often very unsatisfactory, because parallel experiments very often give values for absolute strength, which are very far apart. Even less is the agreement between the absolute-strength values found by different observers. Divergencies of  $\pm 25\%$  from the mean-value of the absolute strength are said to be not rare.

The writer, in order to judge as conclusively as possible the influence of washing media on tissues, first investigated systematically the method of testing the tensile strength, and they found that the cross divergencies completely disappear after certain matters not to the purpose (as well in the washing tests as in the tests for strength) have been eliminated, so that the tensile (absolute) strength can be determined by a quite reliable method. For tearing-tests should, e. g., be taken only tissues and not threads, further, if possible only tissue-strips of 200 mm. length, the width should be measured by number of threads and not by millimeters, etc. The difficulty of adjusting the tissue-strips exactly in the warp and wool directions, during stretching and clamping, is especially pointed out. The writer finally obtained good results in improving the Schopper-Tearing apparatus by fitting a four-way-valve instead of the Martens valve-gearing and of an air-vessel supplied by a hydrogen-bomb so as to prevent any pressure changes of the water-main to act upon the bar of the tearing-apparatus which is moved by hydraulic action.

(To be Continued.)

#### GLYCERINE IN FRANCE.

(By the Paris correspondent of the *American Druggist*.)

The shortage of glycerine in France since the war has caused some inconvenience to pharmacists and has led to the adoption of certain measures by the authorities. A decree dated September 4, 1917, required every person having in stock over a ton of sundry fatty substances to make a declaration to that effect. Glycerine and liquids containing glycerine were among the substances scheduled, and the amount declared was to be based on quantities held at midnight on September 15. October 1 was the latest date for making declarations.

The available stocks being thus ascertained, the Office of Pharmaceuticals and Chemicals, the title of an official committee founded in 1914, which has its offices at the Paris Superior School of Pharmacy, studied the matter and issued regulations which came into effect on March 1, 1918. The principal provisions are as follows:

The available stocks of glycerine to be allocated to pharmacists and perfumers are to be distributed as the office may decide.

The annual consumption of each firm since 1912 will be adopted by the office as a basis for distribution. Each consumer must make formal application, on this basis, to the committee. His claim will be approved if considered correct, revised if found inaccurate and exaggerated. He will then be handed a "bon" or certificate for a given quantity, not necessarily what he has claimed, but such percentage of his figure as the available stocks permit. This "bon" will bear the name of a given druggist, manufacturer or other person or firm, to whom he must address himself to obtain delivery.

"Pharmaceutical industries" are classed by the office in four categories—(1) chemical manufacturers; (2) wholesale druggists (for resale to retail pharmacists); (3) manufacturers of patent medicines; (4) other pharmaceutical trades.

It is announced that efforts will be made to give full satisfaction to the first two categories. These will be given precedence. Any quantity available after these essential trades have been supplied may go to categories (3) and (4) and to perfumers. The last named are in turn divided into two classes—(1) products for export, and (2) for home consumption.

#### QUALITATIVE TEST FOR SODIUM, POTASSIUM AND AMMONIUM SALTS.

In a recent number we published an abstract on various methods to determine potassium, both qualitatively and quantitatively. Dr. Frederick A. Klein, of the Pierre Lemoine Cie, in giving us this qualitative test, writes:

To the Editor of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW:

Allow me on this occasion to make a valuable attribute of a reagent that can be easily prepared, and the *modus operandi* for determining the potassium salts will be exceedingly simple and more accurate than any other method used.

The reagent will appear in liquid form and can be kept for any length of time; the method is colorimetric, including all alkalis of the potassium group, viz.:

SALTS: AMMONIUM, SODIUM, POTASSIUM.

All three can be tested with one reagent in three (3) small tubes using about 1 c.c. for a test.

#### REAGENT.

The reagent is easily prepared by using 1 gm. of ferrous sulphate crystals, 1 to 2 c.c. of distilled water, 10 to 15 c.c. of hydrogen peroxide (3%  $H_2O_2$ ) and an equal volume of glycerine 1.25 sp. gr. After mixing all ingredients, this reagent is ready for use, the reagent having a deep reddish brown color when finished.

The addition of sodium salts will decolorize the reddish brown reagent to a colorless solution.

The addition of potassium salts will cause a more brownish color. The ammonium salts have a deep red color. To differentiate ammonium and potassium salts more clearly, strong HCL is added and ammonium salts will readily form crystals. Sodium and potassium salts will remain clear and as already stated above the sodium salts give a water white colorless solution.

This test has been used in my laboratory for years with the best of results when other tests have failed to show.

#### Differentiation of Vegetable from Animal Fats.

(F. H. Van Leer, *Olie en Vetten* I, 343, 361, 1917; *Chem. Weekblad* 14, 516, 1917; through *Zeitschrift für Angewandte Chemie*, vol. 30, pt. 2, p. 411.)

The color test after Welman with phosphorous molybdic acid does not seem to be conclusive. Whale blubber and hardened products prepared from it can be recognized according to Tortelli and Joffé. The best color tests are according to Bandonin and Soltsien, those for sesame oil, and according to Halphen those for cotton seed oil. Blubbers can be identified by the poly bromide test, because the octo-bromide of the blubber fatty acids are decomposed without melting at  $200^\circ C.$ , whereas the hexa-bromides of the vegetable fatty acids melt at about  $182^\circ C.$  Hardened fats give no poly-bromides. In conclusion are discussed the various changes in the Stearin-acetat test and the conclusions which could be drawn from the ascertained melting points of Stearin-acetats. (See *Chem. Weekblad*, 12, 88 [1915]).

#### New Use of Soap in War Surgery.

The latest development in war surgery is the use of pure soap on bandages, and it has been found to be successful. The only kind of soap used is the perfectly pure white variety. The bandage is dipped in a thick lather and squeezed out. Then the damp cake of soap is rubbed across its face before it is applied. It is said that the soap has an excellent effect on the wound, and prevents the bandage from sticking when it is removed.

## FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

beginning September and running through the fall months; and with the tightening tendency expected in cottonseed oil and the present market on linseed oil, it is not unlikely that 19c. per pound will be paid for bean oil for November delivery at New York. The spot market is from 18¼c. to 18¾c. per pound, in barrels, ex warehouse. Some few distressed lots might be shaded a trifle to close up invoices. For September to December shipments f. o. b. cars at Seattle a very considerable business has been booked this week at 16c. per pound, and pending negotiations orders are in the market for 10,000 barrels at this price, as the dealers in oil figure that the fall requirements are apt to be extremely urgent, and they wish to cover their trade before the expected advance sets in.

Chinese White and Green Vegetable Tallow.—Recent cables from the East quote 19c. per pound for the white and 17¼c. per pound for the green, freight paid to 'Frisco; but these prices do not interest the trade.

Copra.—The copra market continues in a rather quiet position; considerable unsold copra has arrived at the Pacific and at the Atlantic, and the buyers are rather disinclined to operate; but next week it is very likely that these goods will be cleaned up. Copra can be bought at New York at 9c. per pound, smoke dried, mixed Macassar or sundried, and on the Pacific Coast 8¼c. will buy. There apparently is no difference made on the grades of copra, and it is also intimated that a very large block will be negotiated for next week, to come September-November on the Dutch steamers from the Far East.

## Technical Chemicals.

Government control in the market for heavy technical chemicals has been drawn tighter than ever and speculative activity has almost ceased to be a factor of any importance. Perhaps the principal event is the elimination of speculative trading in caustic soda following the announcement from the War Trade Board of new rules and regulations with respect to its sale of export. Little or no change has appeared in caustic soda the past fortnight and the majority of holders are now accepting \$4.00 a hundred for spot goods while for 1919 delivery regular customers are still able to buy at \$3.37½@3.50 basis of 60 per cent. at the works, although the general understanding is that some of the larger interests are about to withdraw their 1919 contract figures owing to the fact that production is heavily sold ahead. In soda ash there is a fair movement at \$2.25 a hundred in single bags and \$2.75@3.00 in double bags with the contract price over 1919 established at 2¼@2¼c. a pound basis 48 per cent. at the works.

An easier situation has developed on most of the leading potash products. Sufficient quantities of caustic potash have arrived to take care of the requirements of the trade and thus has brought out a decline to 70@75 cents for the high testing 88 to 92 per cent. goods and 60@61c. for the technical 70 to 75 per cent. goods. Calcined carbonate of potash is also offered more freely with 80 to 85 per cent. now quoted at 35@38c. a pound. Great scarcity has developed in iron free silicate of soda which is now held in the vicinity of 8 cents for small resale offers.

## History of Soap Making.

Soap making was known to the ancient Romans, and there is a theory that they obtained their knowledge of the art from some Germanic tribes who had learned it from some of the tribes further to the west and north. Pliny mentioned that the Germans used both hard and soft soap, and he indicates that it was a discovery which had been made by the Gauls.

## Wool Grease Conservation War Work.

Recovery of wool grease is one of the important war conservation works to which the paper and leather laboratory of the U. S. Bureau of Chemistry is devoting a great deal of expert attention. The experiments include other subjects.

## GERMAN WAR SOAP A FAILURE.

The following sketch of the soap shortage, which, according to a report sent out from Amsterdam, has developed a new skin disease among the kaiser's subjects, was printed in the *Berliner Tageblatt*:

"Today, although officially there is no more soap to be had, there are the most varied kinds of soap for sale at the most varied prices. Sometimes Dutch soap is offered to us, yellowish like harness grease and soft as butter. It costs about \$1.25 a cake, and it is asserted that you can wash your face with it. You can also get Hungarian soap in the shops. It is dark brown and is supposed to contain glycerine, at least that's what the makers assert. Occasionally good friends offer us Danish, Swedish, Polish, Rumanian and even Italian soap. The prices are high, the soaps bad and their scent not very noble. But what's the difference? The people are glad to get soap at all.

"In response to our query we are informed that in the future more soda is to be added to the war soap powder. But, as we learn from the war bureau for oils and fats, there is no soda on hand, so the question of solving this problem is now up to the officials concerned. The Imperial Clothing bureau is of the opinion that the clothes should be washed merely in accordance with war conditions, and that people should not ask for dazzling white shirts and handkerchiefs. This 'war time washing' would hardly satisfy the demands of hygiene and the linen, only half washed without the use of cleansing chemicals, would probably be an incubator of diseases.

"There is no substitute for good soap. The war soap, with its high percentage of clay, can hardly be used to wash one's hands, unless one has the hands of a stone-cutter. It can't be used at all to wash clothes. All that the housewife who wishes to spare her clothes can do is to limit herself to the use of the washing substance allowed by the war committee on oils and fats. If the washing substances approved by the committee are also not entirely harmless they are at least less harmful than the unapproved substances."

Some time before printing this comment on the soap situation, the *Berliner Tageblatt* published a detailed account of the beginning of an investigation by the Düsseldorf authorities of a mighty soap scandal involving the theft of soap valued at \$1,700,000 and the arrest of several officials of the war committee on oils and fats and some of the high employees of the soap department of the purchasing office of the association of German co-operatives of consumption.

It appears that the government soap syndicate had bought large quantities of soaps valued at about \$5,000,000, and finding that most of this soap was of very poor quality, it decided to have it melted down and made over. The co-operative association was intrusted with this task and two government officials were assigned to watch the work and see that none of the precious soap went astray during the melting down process. Then, according to the prosecuting attorney, the head of the soap factory bribed the inspectors, and the result was that the Soap syndicate was cheated out of soap to the value of \$1,700,000 which the guilty parties sold to the underground trade.

## Caustic Soda Industry Proposed for Brazil.

Brazil's Minister of Agriculture, Industry and Commerce recently made public expert opinions concerning the different methods of manufacturing caustic soda, which have been presented to him by scientific men. Of the three processes for manufacturing caustic soda, namely, the Leblanc, the Solvay, and the electrolytic, the last is unanimously recommended by these experts.

## Reduction of Fat Rations in Holland.

The Dutch Government announced that beginning with July 15 the ration of fats (which includes butter, margarine, etc.) will be materially reduced by extending the then allowance for one week over a period of 10 days. The weekly allowance was 250 grams per person, or about 36 grams a day. It was reduced to 25 grams a day—slightly less than one ounce avoirdupois.



## MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

### TALLOW

The underlying situation for tallow, as pointed out in last month's report, has shown every evidence of being sound; as in the meantime there has taken place a further advance in the price of New York Special Tallow, in drums, to 18½ cents a pound, at which several good-sized quantities changed hands. Although glycerine prices have been lower this month, and it is also reported that several large soap manufacturers have cut the price of soap from a half cent to one and a half cent a pound, yet the market for raw material is not only holding up well, but shows all indications of further sustained value and the strong likelihood of enhancement.

We have been treated this year to the unusual sight of advancing prices during the hot months. Ordinarily the reverse is the case; and it would appear that as long as the Government embargo against further importations of South American and Australasian Tallows is in force, prices will be at any rate sustained.

The middle west and the western markets have been somewhat higher than the remoter western markets for tallow, which indicates that buying, as well as consumption, is on a parity with production in those districts and makes the eastern manufacturer more dependent upon local production, a feature which will eventually aid in forcing prices higher yet.

Reactions may set in, but it is only reasonable to figure that prices must exceed the record, if the war continues, especially if further importations into this country continue to be prohibited.

TOBIAS T. PERGAMENT.

### GLYCERINE.

*Specially Written for This Journal by W. A. Stopford.*

Since our last letter a material change has taken place in the market, owing to the fact that the Government has practically fixed the price of Dynamite Glycerine, for the balance of the year, at an average of 58 cents per pound; as a result, refiners dropped their price for Chemically Pure to 61 cents, which is the general quotation today, although there may be some discounting of this figure in certain directions. The market appears to be more stable. As no restrictions have been put on the price of Chemically Pure Glycerine, it is possible that some advance in values may take place, if the demand warrants it.

The increase in the production of Crude Glycerine, through the recovery of Grease from garbage, mentioned in our last letter, seems to be making some progress, and undoubtedly its influence will be felt before a great while.

Crude Glycerine has dropped 5 cents or 6 cents per pound, much to the discomfort of the soapmaker, who now sees his only relief through an advance in the price of soap, as his raw materials have declined very little, if any.

### VEGETABLE OILS.

*By Edgar H. Laing.*

From reports coming in, the cottonseed oil crushers who were endeavoring to adjust the price of crude oil ended up in a row. If reports are correct that have been received here, the crushers felt that it was unfair to expect them to finance the crude crop at a flat price of 17½c., putting out their funds for the ultimate business that would come at the last two months in the year and then allowing the small fry to come in in November and December and buy the oil at 17½c., which, they figured, gave an unfair advantage to the small crusher and no benefit to the large manipulators whose funds had practically financed the crude oil position for the first part of the season's deliveries. As the matter closed it was a draw, and action was postponed for a few weeks. There seems to be some sense in the position taken by the large crushers. The result of this is that we will have to drag along for three or four weeks and mark time to see what will happen the last part of September.

The coconut oil position is more or less dormant, as the large buyers were waiting for the development of the cottonseed oil controversy referred to above. Spot Ceylon oil could have been secured Saturday at 17½c. per pound, acid test 6 per cent. and spot Cochin at 18c. to 18¼c. in barrels. These prices in sellers' tanks can be shaded ½c. a pound, and we are slowly working into the period when considerable business will be forthcoming.

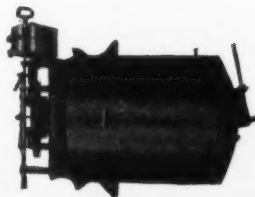
Soya Bean Oil.—Owing to the extremely heavy arrivals at Seattle during the past two weeks spot bean oil has been more or less nominal and prices unsettled and in favor of the buyer for quick deliveries, particularly so in buyers' tanks; but as we run into September this condition is apt to change. There are certain surface indications pointing to a very large demand for soya bean oil

(Continued on preceding page.)

### SOAP MATERIALS.

Glycerine, C. P., 61@62c.  
 Dynamite, 60c.  
 Crude soap lye, 80 per cent. loose, 37½@40c.  
 Saponification, 80 per cent. loose, 41½@42c.  
 Castor oil, No. 3, 37@40c., nominal.  
 Coconut, Cochin, 23@24c., Ceylon, nominal.  
 Coconut oil, domestic Cochin, 19½@19¾c.; domestic Ceylon, 18½@18¾c.  
 Corn, crude, \$17.75@18.00, nominal.  
 Cottonseed, crude, tanks, 17½c. lb.; refined, 21@22c. lb.  
 Olive, denatured, \$4.50@5.00 gal.; prime foots, 45@47c. per lb.  
 Palm, Lagos, 40@45c., nominal; red prime, 40@45c.  
 Palm kernel oil, domestic, 17½@18c., nominal.  
 Peanut, crude, \$1.36@1.37 gal. f. o. b. mill.  
 Red oil, saponification, 17@17½c.  
 Soya bean, 18¾@18¾c., nominal.  
 Tallow, special loose, New York, 18c. asked; tallow, city, 17½c. asked; grease, yellow, 15¾@16c.; brown, 15@15½c.  
 Chemicals, etc., Borax crystals and granular, 8@8¼c.  
 Caustic potash, 88 to 92 per cent., 74½@75c.  
 Caustic soda, 76 per cent., \$4.00@4.25 per 100 pounds.  
 Carbonate potash, calcined, 80 to 85 per cent., 35@38c.  
 Salt, common, fine, \$1.08@2.10.  
 Soda ash, 58 per cent., \$2.00@3.00 per 100 lbs.  
 Soda silicate, "iron-free," 7½@8c.  
 Sulphuric acid, 60 degrees, \$18.00@25.00 per ton.  
 Starch, pearl, \$4.07@4.40; powdered, \$4.25@4.55.  
 Stearic acid, single pressed, 23@24c.  
 Stearic acid, double pressed, 25c.  
 Stearic acid, triple pressed, 26c.  
 Stearate of zinc, 47c.  
 Zinc, oxide, American, 13@15c.  
 Rosin, water white, \$13.50 per barrel.  
 Rosin, window glass, \$13.25 per barrel.  
 Rosin, Nancy, \$13.00 per barrel.  
 Rosin, Mary, \$12.85 per barrel.

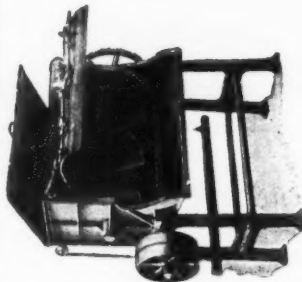




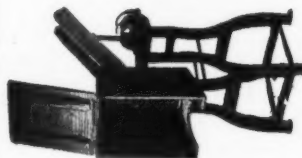
PERFECTION Crutcher.



HORIZONTAL Crutcher.



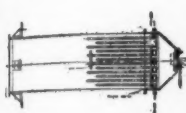
IDEAL Amalgamator.



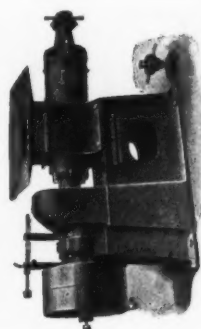
Soap Chipper.



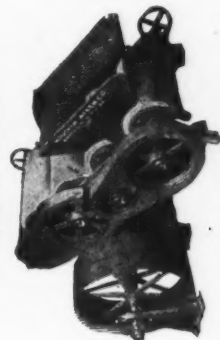
STANDARD Soap Frame.



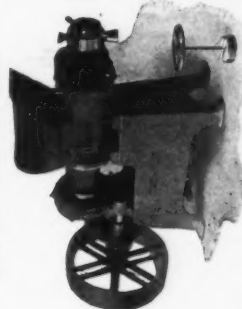
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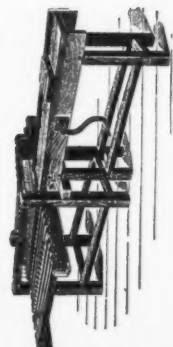
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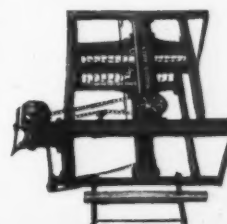
BROOKLYN, N. Y.



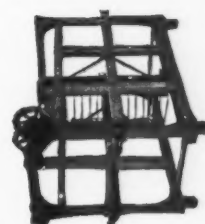
DOUBLE BACK Cutter.



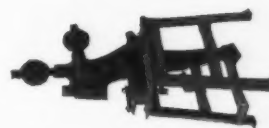
AIKEN Power Cutter.



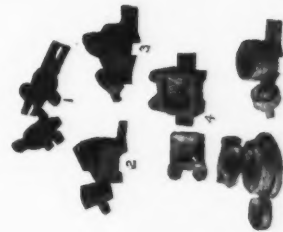
AIKEN Power Slabber.



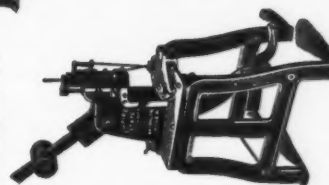
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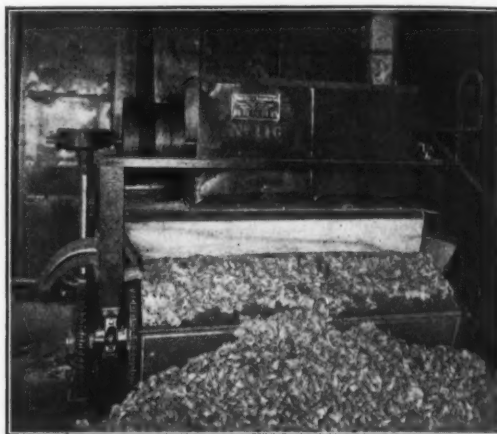
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(Continued on page 55.)

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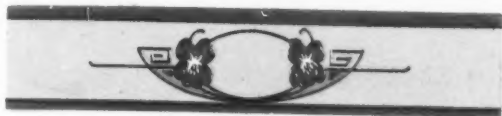
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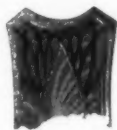
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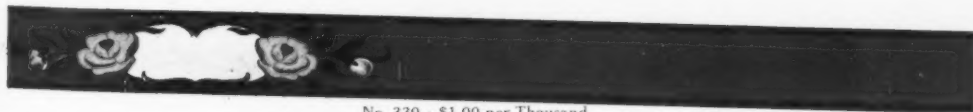
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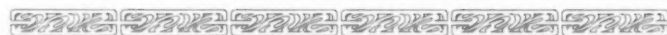
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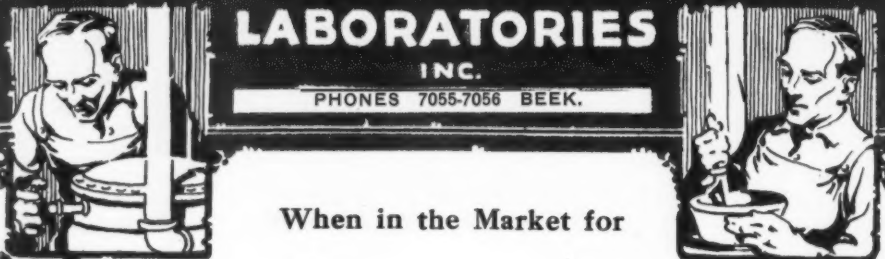
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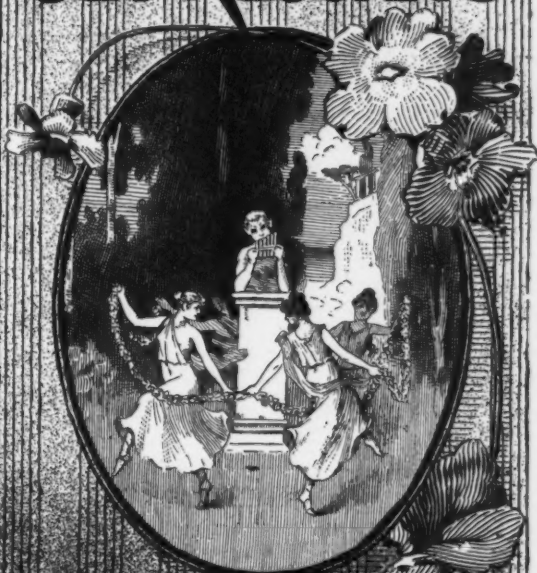
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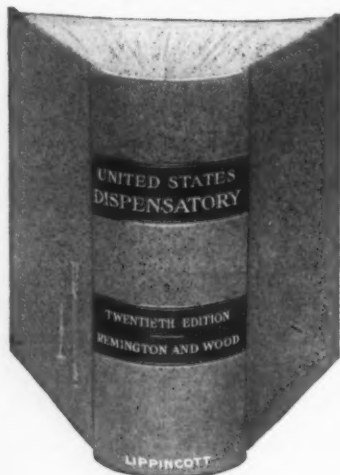
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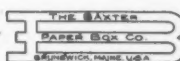
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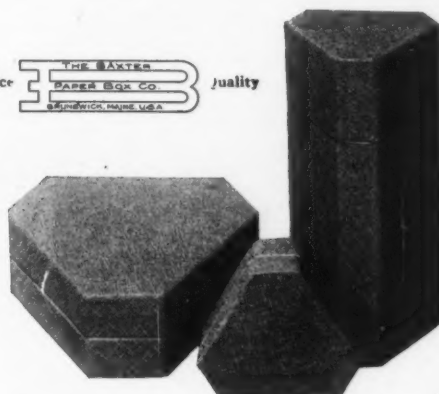
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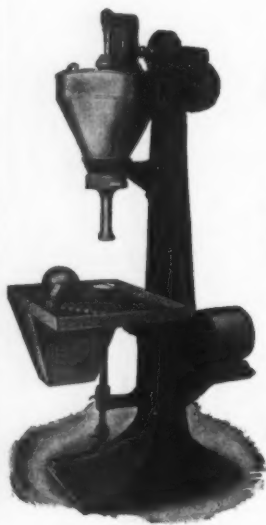
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(Continued from page 36)

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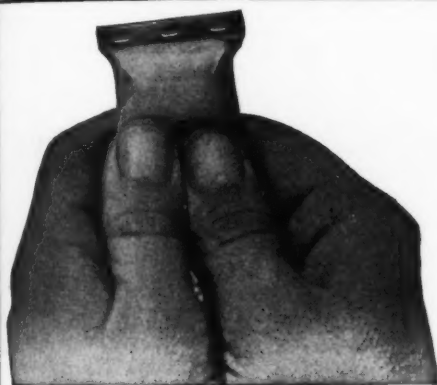
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